

The NATIONAL UNDERWRITER

How to cripple Production... or Protection



If you were to build a factory, would you omit 34% of the production line? Of course not!

Yet clients often buy Fire Insurance and omit a large percentage of the protection. It is certainly no kindness to permit them to buy less coverage than they need.

Sell adequate coverage . . . you'll serve your clients best . . . and yourself.



Claim Number 12,534 tells of inadequate coverage in a factory.

Cash Value	\$497,870
Insurance in Force (No Coinurance)	66,000
Loss or Damage	99,395
Amount paid under insurance	66,000
Net loss to the insured	33,395

Insured bears 34% of loss.

For \$6,249 more, this factory could have been insured for its full value of \$497,870.

NATIONAL FIRE INSURANCE COMPANY OF HARTFORD
MECHANICS AND TRADERS INSURANCE COMPANY
FRANKLIN NATIONAL INSURANCE COMPANY OF NEW YORK
TRANSCONTINENTAL INSURANCE COMPANY
UNITED NATIONAL INDEMNITY COMPANY
HOME OR ADMINISTRATIVE OFFICES
HARTFORD, CONN.

WESTERN DEPARTMENT
175 WEST JACKSON BLVD.
CHICAGO 4, ILL.

PACIFIC DEPARTMENT
234 BUSH STREET
SAN FRANCISCO 20, CAL.

The National Fire Group



FRIDEN

FULLY AUTOMATIC CALCULATOR

A precision made calculating instrument that is so completely automatic that all mental and physical effort has been eliminated from its operation. These fully automatic calculators are the solution of the problem created by the critical shortage of competent clerical help. Today FRIDEN CALCULATORS are AVAILABLE, when applications to obtain deliveries have been approved by the War Production Board. Telephone or write your local Friden Representative for complete information.

FRIDEN CALCULATING MACHINE CO., INC.
EXECUTIVE OFFICES AND PLANT - SAN LEANDRO, CALIFORNIA, U. S. A.

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You Know
A guy named Joe-

You know a guy named Joe.
He's driving hard — day by day — giving all he has to smash the enemy.

He's not asking you to buy bonds — he's too busy.

BUT he expects you to buy bonds — and what's more he expects you to keep them — WHY NOT?

FIRE · MARINE · CASUALTY · SURETY
Loyalty Group
INSURANCE

Western Department
120 So. LaSalle St.
Chicago 3, Illinois

Foreign Department
111 John St.
New York 7, New York

HOME OFFICE

Firemen's Insurance Company of Newark, N.J.

Organized 1855

The Girard Fire & Marine Insurance Company

Organized 1863

National-Ben Franklin Fire Insurance Company

Organized 1866

The Concordia Fire Insurance Co. of Milwaukee

Organized 1870

Milwaukee Mechanics' Insurance Company

Organized 1862

Royal Plate Glass & General Ins. Co. of Canada

Organized 1916

The Metropolitan Casualty Insurance Co. of N.Y.

Organized 1874

Commercial Casualty Insurance Company

Organized 1919

Pittsburgh Underwriters - Keystone Underwriters

Official U. S. Marine Corps Photo

BUY MORE BONDS - - AND KEEP THEM

Canadian Departments
465 Bay St., Toronto, Ontario
404 West Hastings St., Vancouver, B. C.

Southwestern Dept.
912 Commerce St.
Dallas 1, Texas

Pacific Department
220 Bush St.
San Francisco 6, Calif.

“PREFERRED”...

AS DEFINED BY THE DICTIONARY:

“Set above or before in estimation or favor; regarded or honored before another; held in greater favor; liked better.”

THE record of “PREFERRED” performance for 59 years has made this a living definition.

Since 1885 The Preferred Accident Insurance Company has defended its policyholders against loss. Through good times, wars and depressions — it has always lived up to its slogan of “P R O M P T P A Y I N G P R E F E R R E D”

Prompt settlement of claims has made the “Preferred” the preferred company of an ever increasing number

of policyholders and has cemented the mutually profitable relationships between the Company, its Agents and Brokers — a large majority of whom have been “Preferred Producers” for a long period of years.

You, too, should place your business with “P R O M P T P A Y I N G P R E F E R R E D”

*The Preferred
Accident Insurance Company
of New York.*

80 MAIDEN LANE, NEW YORK

Edwin B. Ackerman, President

Automobile • Accident • Burglary • Plate Glass • Liability • Compensation

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Boston • Buffalo • Chicago • Los Angeles • Philadelphia • Pittsburgh • San Francisco • Newark

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Washington Issue Subsides During Summer Lull

Big Decisions on Insurance Supervision Are Put Over Until Fall

WASHINGTON—The situation with respect to possible national insurance inquiry and legislation and the calling of a general conference of insurance interests in that connection will probably have to be allowed time to "jell" before anything definite develops, it appears from checking up on congressional and industrial sources of information. Persons interested in both movements are waiting to hear from the insurance industry. The U. S. Chamber of Commerce directorate meets July 14-15 and is expected to consider the matters involved.

Senator McCarran, Nevada, chairman Senate judiciary subcommittee on the Bailey bill, here for an interval during his campaign, told *The National Underwriter* "there is nothing definite now" as regards hearings, inquiry, examination or investigation referred to so many times during the closing hours of the congressional fight over the Bailey bill.

McCarran added there was no date set, but there has been tentative proposal for more hearings; that Senator O'Mahoney, Wyoming, subcommittee member, "will want more."

O'Mahoney has indicated life insurance interests want to be heard. The CIO has also asked for hearing.

Concentrate on Bailey Bill

Asked specifically about possible inquiry with a view to insurance legislation, McCarran replied: "The bill before the Senate is all we can determine upon now."

This seems to indicate McCarran is opposed to inquiry and legislation along lines suggested by Senators Hatch, New Mexico, recently acting subcommittee chairman; O'Mahoney, and Ferguson, Michigan.

O'Mahoney, due back from New England the latter part of the week, is expected to have an important voice in insurance legislative and inquiry plans. However, these may not develop immediately because he and other Democrats will be leaving for the national convention in Chicago.

The U. S. Chamber of Commerce says that "federal legislation to close any gaps that may exist in state regulation of insurance may be urged" by O'Mahoney, "after Congress reconvenes." The chamber adds that indications are that this legislation "may take the form of legalizing rating bureaus and similar associations that may be necessary to maintain efficiency and solvency of the insurance business."

Promises Full Consultation

O'Mahoney is reported to have promised "full consultation with the industry before introducing any insurance legislation."

It is understood to have been his thought that constructive ideas for such legislation would emerge from conferences, consultations, and other activities with respect to state insurance commissioners, life, casualty and other insurance interests' committees, conventions, etc.

Superintendent Dineen of New York
(CONTINUED ON PAGE 27)

Hartford Insurance Workers Give Great Aid in Disaster

Emily P. Monley of the Travelers publicity department got up a statement of the part Hartford insurance workers played in handling the many problems involved in the Hartford fire of Ringling Brothers & Barnum & Bailey circus.

Shortly after two-thirty on the afternoon of July 6, members of the publicity department of Travelers from their vantage point in the tower, she reports, heard a fire alarm and noticed a billow of smoke from the direction of the grounds where the circus was showing. Flames quickly followed.

Realizing the possibilities of a holocaust a member of the department phoned the newsroom of the Travelers radio station, WTIC.

A quick check with the fire and police departments confirmed the fact that "The Ringling Brothers 'Big Top' was in flames," and immediately a flash went on the air and WTIC was asking ambulances, doctors and nurses to report at the scene of the fire.

The station immediately put its facilities at the service of the Red Cross, the hospitals, police department and other agencies. In a few minutes after the first flash was broadcast—almost by the time the racing flame had devoured the huge tent, a circus fan who had been at the show was called and her eye witness account of the blaze was given the public. Two announcers left for the grounds and during the regular six o'clock news program, broadcast their impressions of the holocaust.

Switchboard Is Kept Busy

The station assigned extra girls to its switchboard to take care of the hundreds of calls that came in. Lists of injured persons receiving treatment at the various hospitals were assembled so that all possible information would be available. Requests for information that couldn't be supplied by the station were referred to the proper agencies.

WTIC furnished press associations with their first news of the fire and also supplied a requested story for the New York "Daily News."

Minutes after the blaze started, the civilian emergency setup began to function. Its excellently trained and directed personnel made a vital contribution in the relief work. Stores converted trucks into ambulances according to prearranged plan, industrial plants sent emergency equipment and utilities companies gave assistance.

Members of insurance companies played an important part in relief and rescue work. George Munsick, former financial secretary of Connecticut Mutual Life, was in large part responsible for the supply of blood plasma on hand—more than enough for all victims who needed it. Mr. Munsick was chairman of the Hartford blood bank which collected the plasma for civilian use two years ago when it was feared the east coast might be bombed.

Trained Personnel on Duty

Among the trained personnel who went on duty immediately were the nurses' aides, medical aides, staff assistants and motor corps members. As soon as the personnel office of Travelers was informed of the fire it went into action. All members of the trained services were called from their departments and were sent to the three hospitals, the state armory, which had been turned into a morgue, and to Red Cross headquarters.

Dorothy Rice, head of the organization's staff assistants, told of a tragic case, only one of many that she witnessed. She was at the Brown School, where people were coming to look for lost children and other missing members of their families. When she arrived, a distressed father asked if she knew where he could find his son. Someone had told him the boy was at the school. Miss Rice was unable to locate the child or to find anyone who knew anything of him. When she left at midnight, the father was still there. Early the next morning at Red Cross headquarters, the man appeared again, trying to find some word of his son. Friday afternoon, Miss Rice was on duty at the state armory, and the man came in with the child's dental chart. The body was identified.

When the Travelers medical department learned of the fire, Dr. Thomas H. Denne, superintendent of the medicine and hygiene department, called the city health department, putting all facilities at the city's disposal. The department was told to stand by as it was feared that the injured would overflow from the hospitals and additional room would be needed. The companies' two first aid stations were prepared, the units were mobilized and stood in readiness for emergencies. Presently the wife of a Travelers' employee came in to be treated for arm burns. The department called the Red Cross to see if

(CONTINUED ON PAGE 19)



All that remained of the main tent of the Ringling Brothers-Barnum & Bailey Circus after the fire in Hartford. The picture shows the twisted steel of the animal cage and charred boards of the grandstand. Acme newspicture.

Report Lloyds Has Liability Cover of Ringling Circus

Attention Is Centered on Whether Canvas Had Been Treated

HARTFORD—With the death list now at 160, five officials of Ringling Brothers and Barnum & Bailey Circus are being held on technical charges of manslaughter and other warrants have been issued as federal, state and local authorities continue a many-sided investigation into the worst circus disaster in history.

Seven civil suits seeking a total of \$120,000 damages against the big show have also been instituted in superior court, and the sheriff has attached 79 railroad flat cars and coaches owned by the circus. The suits are returnable to the September session of the court.

Charges of criminal negligence have been made in a public statement by State's Attorney Alcorn, in that Ringling's had insufficient fire-fighting equipment and not enough personnel to man what apparatus was at hand, and that some places designated as exits were blocked off at the time the fire broke out by animal cages and runways. Many bodies were later found piled against these runways, burned almost beyond recognition.

Investigators expressed the belief that the canvas was rendered highly flammable by a mixture of gasoline and paraffin which had been applied to it before the show went on the road, to make the tent waterproof. President Robert Ringling was quoted by the International News Service as telling newsmen at Evanston, Ill., that fireproofing chemicals are used in making tents for the Army, but that the circus has no priority to fireproof its own canvas.

Released on Bond

Circus officials who have been released under bonds posted by the Fidelity & Casualty are J. A. Haley, vice-president; George W. Smith, general manager; Leonard Aylesworth, boss canvas man; Edward Versteik, chief electrician, and David Blanchfield, chief wagon man.

Regarding insurance liability, some uncertainty persisted several days after the disaster. Mayor Mortensen was told by Herbert Duval, legal adjuster for the big show, that Ringling Brothers were self-insured up to claims of \$25,000 and that liabilities beyond that sum were covered in a policy with Fidelity & Casualty. Such liability, however, has been flatly denied by F. & C., which says it carried only the automobile and workmen's compensation insurance for the circus, on which two claims have thus far been received.

Commissioner Allyn has begun a thorough investigation of the public liability insurance carried by the circus, and has questioned many of the employees, most of whom profess to know only that all insurance was placed by the Ludwig & Walpole agency at Sarasota, Fla. Members of the agency were quoted by the Associated Press as saying the circus loss was "fully covered" both as to fire and liability, with the excess coverage carried by London Lloyds. Ludwig &

(CONTINUED ON PAGE 10)

Prepare for Fire Policy Legislation

N. Y. Form in All States Where Law Not Needed Except Kansas

DES MOINES—Eventual adoption of the New York standard fire policy in Iowa took a decided forward step as a result of a meeting here Tuesday with both mutual and stock representatives in attendance in addition to Commissioner Fischer and Charles Vance, a member of the department.

The same group is expected to meet again, probably in November, at which time the finishing touches will be put to a proposed bill for the assembly which convenes next January.

Now that the 1943 New York standard fire policy has been introduced in all the states, except Kansas, in which it is possible to make the contract available without specific legislation, the National Board is looking ahead to the 1945 legislative season and is making preparations to get favorable action on statutory policy bills in as many states as possible. Meetings will be held at various places with field men, local agents, members of the public that are interested, insurance department representatives and others to outline the provisions of the contract and to develop momentum in favor of the legislation.

Seek Uniformity

The fire companies are eager to obtain uniformity to the last comma. Eventually they hope to be able to use a uniform contract in every state. This will bring about an important saving in printing costs and in handling. Hence every effort will be made to induce the legislators to authorize the new policy as is. If one state insists upon making some slight variation and another state decides to add a touch of its own, then the program will bog down.

In Kansas Commissioner Hobbs has been insisting that if the new policy is put into effect, the cancellation provision of the 1886 form be used instead of the provision in the 1943 policy which is the same as that in the 1918 form. In the 1886 policy it is provided that the unearned premium be tendered to the assured whereas the 1918 and 1943 provision is that the unearned premium be tendered "on demand."

Pacific Board Puts End to L. A. Exchange Pact

LOS ANGELES—The Insurance Exchange of Los Angeles has received from the Pacific Board a copy of the notice sent to the member companies, terminating the agreement that has existed between the board and exchange. The notice states that on advice of counsel, following the recent decisions of the U. S. Supreme Court declaring insurance is commerce, the agreement entered into in 1938 and since amended, no longer is in effect, and also that practices and usages of agents and brokers will continue as heretofore.

This notice follows on the heels of a similar notice affecting the Insurance Brokers Exchange and the Society of Insurance Brokers in San Francisco.

The agreement terminated provided that the board companies would limit their agency appointments to two agencies; that they would accept no business within that territory save from agent or broker members of the exchange; that agent and broker members would place business only with board companies. Certain other conditions were in the agreement concerning the method of operating the agreement.

D. C. Producers Ask Place in Rating Bureau Setup

WASHINGTON—To safeguard the interests of insurance agents in the matter of commissions under the new fire insurance rating bureau provided for the District of Columbia by recent Congressional legislation, it was decided at a meeting of agents and brokers held here Monday, under auspices of the Insurers Association of the District, that a committee should be named to confer with a similar committee from the Insurance Club of Washington to formulate a plan of action.

These committees will report back to meetings of their respective organizations. The meeting, attended by about 60 persons, lasted an hour and a half, during which the subject was thoroughly discussed.

Rates May Go Down

It is considered possible that under the new District law, fire insurance rates here may be reduced under the new rating bureau. In that connection, agents fear possibility of commission reduction. The agents want to be represented in contact with the companies and the rating bureau. It was stated they do not want action on commissions without opportunity to be heard.

The proposed committees will be appointed by the presidents of the respective groups. President J. H. Pumphrey of the Insurers Association opened Monday's meeting and invited L. C. Crawford, head of its committee that called the meeting, to preside during the discussion.

President Pumphrey named Col. L. C. Crawford chairman of Insurers' Association committee and authorized him to select other members. Mr. Crawford retained the same members who issued the call.

Want Representation

"We want to see that insurance production forces are represented in organization of the new fire rating bureau and whether they want to be represented on the bureau's board of governors," said Col. Crawford. "We are not so much concerned about commissions as about general problems involved."

Under the old rating bureau, Mr. Pumphrey explained, the present board includes representatives of companies, but the latter appointed agents to represent them at board meetings.

It is believed that something similar would be satisfactory to local agents under the new setup.

"We want representation, in order to know what the companies and Superintendent Jordan are doing, before it happens," remarked Pumphrey. The new rating bureau must be set up by Oct. 1.

Albert Phillips, president Insurance Club of Washington, is understood disposed to go slow about appointing a committee and about other steps related to agents' representation in connection with organization of the rating bureau.

Oil City Loss Is \$725,000

NEW YORK—Loss is estimated at about \$725,000 in the explosions and fire involving the alkylization plant at Oil City, Pa., which is owned by Defense Plant Corporation and is leased by Pennzoil Company. Alkylation is a part of the process of manufacturing high octane gasoline.

One theory of the origin of the fire is that a worker mistakenly turned the wrong valve. There was a series of explosions and eight men lost their lives. The insurance was carried by John G. Simmonds & Co., the oil insurance syndicate. There was no use and occupancy coverage.

Kansas Issues Formidable Ruling

Orders Insurers to Check All Policies for Refund and Rate Errors

Commissioner Hobbs of Kansas caused quite a stir in short handed western department offices in his demand that an examination be made to ascertain whether any policyholder who is entitled to a refund has not received it in connection with the rate reduction that became effective Sept. 1, 1943, and to examine all policies issued since that date to see that the proper rate has been charged. He requests that an officer of the company certify to the Kansas department not later than Dec. 1, that all records have been examined as directed, all refunds paid to policyholders and all discrepancies in premiums charged have been corrected.

To do religiously what Commissioner Hobbs directs, the company men say, would be an appalling task. The companies generally have been very solicitous to see that agents get the refunds to policyholders that are due even though the amount involved is only 10 or 15 cents. Many of the daily reports have already been sent to warehouses and to find each daily report and go over it again would mean a colossal task especially in these days of help shortage and of inexperienced workers.

Company people say that at least 98% of the policyholders have gotten their refunds. The active agents took care of this matter with alertness and a few errors that may have occurred are attributable to the unresponsiveness of a few agents mainly in small towns who write only a few policies a year.

A joint meeting of the Kansas Fire Underwriters Association and Kansas Field Club (W.I.B.) together with field men of non-affiliated companies was held in Topeka, Tuesday, to discuss the situation.

The rate reduction last year applied in connection with churches, schools and public buildings to all policies in force on Sept. 1, as well as to all new and renewal policies. The rate reductions in other classes applied only to new and renewal business.

Mr. Hobbs charges that many policyholders that were entitled to a refund because of the rate reduction did not get it and the companies made no effort to effect such refund. Also he states that the department has received complaints that the old rates rather than the new and lower rates have been charged on new and renewal policies.

Haas Now Cal. Deputy Attorney-General

SAN FRANCISCO—Harold B. Haas has resigned as assistant insurance commissioner of California to become deputy attorney-general. Mr. Haas has been with the insurance department since 1935, previously having been with legislative counsel bureau five years where he was draftsman for the insurance code.

Klein Returns from Service

Robert Klein, former underwriter in the Chicago branch office of American Automobile who as a tank driver saw much combat service in the African campaign and received a serious foot injury which put him in a hospital for several months, has been honorably discharged and is returning as an underwriter with the Chicago branch.

J. M. Mason, **Falmouth, Ky.**, agent, has sold his agency to H. H. Hopkins, city clerk, who also has owned and operated an agency, and will merge the agencies.

Two Midwest Fires Cost Insurers More Than \$850,000

The warehouse occupied by the Thiemann Bros. wholesale grocery firm at the southeast corner of Pearl street and Central, Cincinnati, was badly damaged by fire, and the contents were practically destroyed. The loss will cost the insurers more than \$500,000. There was \$200,000 coverage on building, \$300,000 on contents and \$160,000 use and occupancy. The Big Four Railroad owned the building. There is expected to be some salvage in Thiemann Bros. grocery stocks. The second and third floors collapsed, and the fire broke out again later on in the basement and first floor area.

Thiemann Bros. occupied the major portion of the building. The other occupant was Crosset Co., wholesale produce firm, on which there is no estimate as to loss.

The building was formerly a railroad station built in 1863.

The plant of the Globe Valve Co. at Delphi, Ind., was totally destroyed by fire with a loss to the insurers of more than \$350,000 on building, contents and use and occupancy.

CARRIERS ON LINE

CINCINNATI—Insurance for Thiemann Brothers is said to be placed in the American of New Jersey, Central of Maryland, Citizens, Fire & Marine Underwriters Agency of Automobile, and First American. The Thiemann Brothers Co. was organized in 1917. Its first policy on contents was \$1,000. The company had grown into one of the largest wholesale grocery firms in the city. In 1933 a fire destroyed the warehouse occupied by the company.

Finding a warehouse large enough to handle this business now presents a problem as does also replacement of the large stock of packaged foods and canned goods destroyed.

The fire spread so rapidly the 25 office employees and 40 warehouse workers in the building were forced to flee without closing the safe. Money and securities were destroyed. Firemen had to fight through piles of wet corn flakes from one window and through a mound of wet oatmeal at another to reach the flames. Only the walls of the building remain standing.

Supreme Court Decision No Cause for Alarm: Garrison

SAN FRANCISCO—Calm consideration of the Supreme Court decision indicates that the consequences will not be as dire as originally prophesied by some, Commissioner Garrison states in a lengthy comment. State laws are not invalidated or regulation automatically transferred to the federal government, he says, and state regulation in California will continue as in past.

Realities require recognition of fact that insurance will be subject to state and federal regulation and Congress will undoubtedly enact laws dealing with regulation, he states. Those laws will depend to a large extent on the kind of leadership furnished by the insurance companies. "If there is realistic down to earth thinking which presents to Congress a practical and reasonable legislative program, there should be nothing in the decision or future legislation to alarm any reasonable, legitimate insurance interest," according to Mr. Garrison.

Urban Jehle, 69, one of the organizers and original directors of Merchants Mutual Casualty, died at his home in Buffalo, N. Y., after a prolonged illness. In 1918 he participated in forming Merchants Mutual with which he was associated until ill health forced his retirement.

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Insurance Book for Veterans Is Projected

Army and Commerce Department Are Collaborating in Program

WASHINGTON—Insurance associations and groups are cooperating with the army education branch, morale services division, and the Department of Commerce small business division, officials say, in preparation of a book of instruction for use by discharged veterans desiring to enter the insurance and real estate business.

This is one of a series of 20 books in process or in manuscript designed to help veterans get established in business of their own and meet management problems that will confront them, it is indicated in an announcement jointly authorized by the two departments.

Comprehensive in Scope

When published, not before the fall, the insurance instruction book, of pocket size and perhaps 250 pages, and described as fairly comprehensive in scope, will be circulated among interested veterans, it is understood, in response to application based upon a prospectus, by the U. S. Armed Forces Institute, Madison, Wis., an army affiliate. Ultimately, it is understood, the Department of Commerce, may make the book available for general distribution, if necessary funds are provided.

A U. S. Chamber of Commerce insurance subcommittee has conferred with army officers and suggested that the War Department reimburse recognized insurance schools or classes, (including company), the cost of training veterans desiring to engage in insurance work.

The G I bill of rights provides for government loans to veterans to help them get started in insurance and other business, independently.

Official announcement said the books "will be used in the Army Education Program and in other branches of the armed forces for voluntary study and informational reading." It is emphasized that this is not a "demobilization project" but is designed to help men in service who have spare time for study and, after discharge, to get set in civil life and gainful occupation.

Primary purpose is stated to be "to provide authentic information about the management problems which are encountered in establishing small businesses."

The departments concerned "assume" that the prospective business operator will have had the necessary technical background and experience needed to establish his own business. Consequently, the books will be confined entirely to management problems, it is stated.

Quincy Adams, chief Department of Commerce small business division, who is supervising preparation of the insurance and other veterans instruction books, has had experience in connection with statistics of business mortality, to which, naturally, veterans problems are related.

He says every effort will be made to see that veterans "get off on the right foot," whether in insurance or other businesses.

Adams, formerly with Dun & Bradstreet, expects a big rush into small business after the war, both by veterans and war production workers. He warns, however, many will fail due to tense competition after the number of concerns operating increases from 2,900,000, the present figure, to 3,500,000, the 1941

N.A.I.A. Ponders Whether to Hold Annual Meeting

NEW YORK—Three major questions for discussion at the executive committee meeting of the National Association of Insurance Agents are the Supreme Court decisions, the public relations program, and the advisability of holding the annual meeting scheduled for Milwaukee in October. The full membership of the committee, the officers, New York staff officers, and public relations sub-committee members are present as well as Russell Carson, Glens Falls, N. Y., chairman finance committee.

W. Ray Thomas, Pittsburgh, vice-president and chairman executive committee, is presiding over the deliberations which will last the remainder of the week.

Renewal Slip Rule Compliance in Chicago Nov. 1

The Cook County Inspection Bureau which has been undertaking to get the various companies to incorporate standard features in the renewal certificates that they use in Chicago and also a uniform liberalization clause, has now set Nov. 1 as the time when the companies shall immediately refrain from using old forms and use instead a form meeting the provisions of the rule that was adopted. However, it is stipulated that any companies whose supply of renewal certificates becomes exhausted prior to Nov. 1 or companies which are now beginning the use of renewal certificates, shall meet the requirements of the new rule immediately.

The committee decided that it would be wiser to set forth certain rules that should be observed in fashioning a renewal certificate than to promulgate a uniform form because there is such a variety of opinion and of taste in the mechanical layout of such a certificate. It is provided that the certificate shall be arranged so that information on the following subjects is clearly indicated: Number of policies being renewed, renewal certificate number, term of renewal and expiration date, name of insured, location of property covered, amount insured, rate for items and perils, renewal premium for each of the perils.

It was found that in connection with individually designed renewal certificates, a number of the companies were attaching liberalization clauses that were regarded as far too comprehensive and the clause in the rule book reads:

"If, during the period this insurance is in force, this company adopts any endorsements, forms, or forms of policy which are applicable in the locality in which the described property is situated, to risks of the kind and character covered by this insurance, so as to extend or broaden the coverage, without additional premium charge, then such extended or broadened coverage, from the date of such adoption by this company, shall at the option of the insured insure to the benefit of the insured hereunder; subject, however, to all the stipulations, provisions and conditions which are a part of or which apply to such endorsements, forms, or forms of policy."

R. T. Sweeney, U. S. manager of Caledonian, left last week for a business trip to Cuba. While the U. S. branch of Caledonian does not supervise Cuban business, his mission is on behalf of the home office at Edinburgh.

pre-war level. He foresees failures equaling in number the new ventures.

Competitive Bids Were Taken in 8th, 9th Commands

NEW YORK—In connection with the awarding of the insurance for army post exchanges in the eighth service command at Dallas and ninth command at Salt Lake City, Headquarters, Army Exchange Branch Special Services Division points out this business was awarded to St. Paul F&M. and Saint Paul-Mercury Indemnity on a competitive bid basis. The article stating otherwise in THE NATIONAL UNDERWRITER last week was incorrect. Twelve companies bid on the eighth command business and 14 on the ninth command, St. Paul group being low bidder in both cases.

Three Commands Open

The Army Exchange Comprehensive Insurance Plan has been put into effect for all 10 of the army commands post exchanges except for the first, fourth, and fifth commands. It is anticipated that invitations will be sent out, bids received, and the business awarded for these three commands within the next month. The effect of the comprehensive plan is to save soldiers several hundred thousands of dollars a year, insures uniformity of coverage for the 800 post exchanges, and substantially reduces the manpower problem and congestion, spokesmen say. The plan provides automatically for extension of coverage to newly acquired activities and no changes in the policy are needed. The exchanges have recently taken over money making activities such as officers' messes, hostess' houses, bowling alleys, service, clubs, etc., under this feature. Both large and small exchanges now receive the same benefits and no minimum premium for small exchanges such as required under the old reporting policies are required. The plan also makes unnecessary the payment of a deposit premium and the computation of prepaid and unearned premiums monthly. Manpower is a definite problem in the army post exchanges and they are required to operate with fewer and fewer people. The business was previously placed under approximately 8,000 separate policies, mostly non-concurrent.

The sixth command was the first to be placed under the comprehensive plan Aug. 31, 1943. The second command post exchanges New York, New Jersey, and Delaware, are insured in the North America; the third command covering Maryland, Pennsylvania and Virginia, is in Home and Employers Mutual Liability; the sixth command covers Illinois, Wisconsin, and Michigan and is in the St. Paul group, which also has the seventh command covering Missouri, Kansas, Wyoming, North and South Dakota, Iowa, Nebraska, Minnesota, and Colorado; the eighth command covering Texas, Oklahoma, New Mexico, Arkansas, and Louisiana, and the ninth command covering Washington, Oregon, Idaho, Montana, Utah, Nevada, California, and Arizona. The exchanges of the military district of Washington, D. C., are insured by Travelers.

Sends Notices to All

The Army exchange branch special services division sends out invitations giving pertinent information applying to all coverages desired in requesting bids for the command concerned to all members of the Association of Casualty & Surety Executives and American Mutual Alliance and about 250 fire companies. It then sends a complete set of specifications if interest is shown, including forms and endorsements. The choice of the agent or group of agents is left to the post commanding officer after the company has been awarded the business on the basis of its bid.

It was also incorrectly stated that St. Paul had not submitted bids for either the second or third command line. It did

First Air Cargo Conference Draws Many Marine Men

Insurers' Ability to Supply Needed Coverages Seems Taken for Granted

NEW YORK—The fact that more than 500 people, including nearly 40 marine insurance men, took the time to attend a national conference on air cargo packaging problems was more compelling evidence of the possible postwar expansion of air cargo carrying—and insurance thereon—than anything that was said at the conference. The large attendance was even more remarkable when it is considered that this was the first national conference on the subject. The meeting, which was sponsored by the New York Board of Trade, would doubtless have drawn many more participants had it not been for wartime travel difficulties and the personnel shortage which made it impossible for many to leave their work long enough to attend.

Neither in the panel discussion nor in the questions from the floor were any insurance angles discussed but this very lack of concern over insurance coverage was testimony to the shippers' confidence that insurance could be depended on to keep pace with the new and expanding needs of air cargo transport. However, the board plans to hold a special conference in the fall on air cargo insurance.

Brig.-Gen. Clark Speaks

Nothing in the luncheon address of the guest speaker, Brig. Gen. J. M. Clark of the Middletown (Pa.) Air Service Command, or in the discussion which followed encouraged any fantastic notions of the airplane crowding the railroads, truck lines and steamships out of the transportation field. However, General Clark mentioned some of the things that are being carried by air that were unheard of before the war.

These included such items as storage batteries; properly stowed to prevent tipping and spilling; bombs, unfused, boxed and crated; liquid chemicals when protected against freezing; solid chemicals, films and flares in metal containers; instruments when properly packed; engines properly anchored; and fuel and oil, acids, corrosives and inflammable liquids.

Can Handle 1½ Ton Crates

Weight and size limitations, formerly extremely low, have increased with the construction of larger loading hatches. Some planes can handle cargo as long as 33 feet. Although the average individual shipment is about 200 pounds, the gross weight of any crate or box containing engines or machinery can run as high as 3,000 pounds.

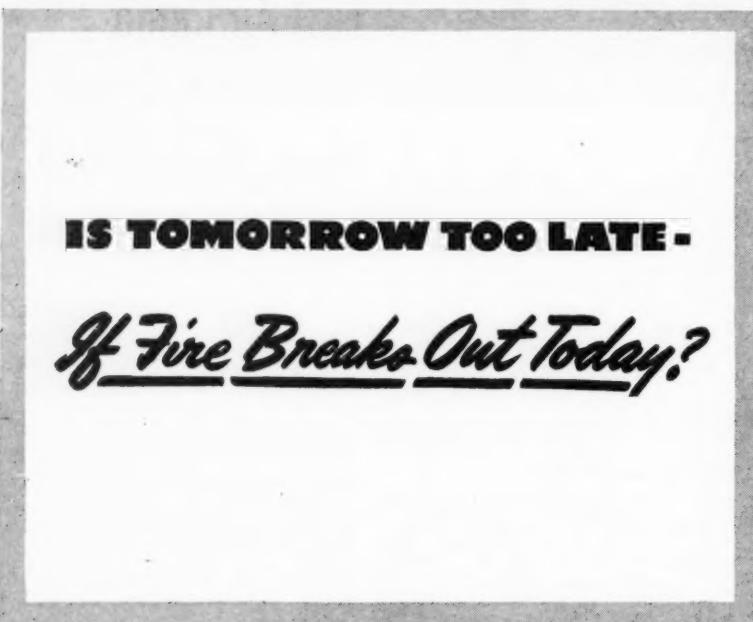
Perhaps the most revolutionary idea that was discussed was the quick-freezing of fresh fruits and vegetables on the way to market by exposure to the cold of high-altitude flying on the way to market. This plan is now under consideration and is believed to be practicable.

One of the biggest regular users of air freight service promises to be the shippers of perishable foods. Fruits and

(CONTINUED ON PAGE 11)

enter the bidding for the second command but not for the third.

It is estimated that the annual post exchange premiums amount to between \$2 and \$3 million.



IS TOMORROW TOO LATE -
If Fire Breaks Out Today?

A fire broke out in a plant. It could have been ruinous, but wasn't. It could have spread, but didn't. Although of flammable liquid origin, it didn't have even a fighting chance . . . this plant was protected by an "Automatic" FIRE-FOG installation.

What did happen? No sooner did the first flames leap up than out of pre-directed FIRE-FOG nozzles "shot" a mist-like cooling spray, attacking and surrounding the flames, cloaking the fire, "squeezing" the oxygen from the air and strangling the blaze.

Only a matter of seconds to quench a fire which, if inadequately controlled, might have proved devastating! Quick action plus automatic operation—that's FIRE-FOG, the IDEAL in fire protection.

"Automatic"
FIRE-FOG

* IT BLANKETS * IT ISOLAVES * IT QUENCHES *

Isn't now the time to determine whether your fire hazard protection is adequate? An "Automatic" engineer will cheerfully furnish complete information about a FIRE-FOG installation—where it should be used, why it protects, how it operates. Write us.

**"AUTOMATIC" SPRINKLER CORPORATION
 OF AMERICA * YOUNGSTOWN, OHIO**

OFFICES IN PRINCIPAL CITIES



NEWS OF FIELD MEN

D. E. Larson Home State Agent in Ill.

Home has appointed David E. Larson state agent for Illinois representing the entire fleet. He was formerly special agent in the service department at Chicago. Mr. Larson is a graduate of Armour Institute of Technology and has served with the Kentucky Actuarial Bureau and the Indiana Inspection Bureau. He was associated at one time with P. K. Morrison at Muncie, Ind., and was in the Phister Insurance Agency at Kansas City from 1929 until 1934 at which time he joined the Home.

Mr. Larson fills the vacancy caused by the death of A. K. Knight.

The announcement of Mr. Larson's appointment was made to the Illinois field men and Chicago managerial group at a dinner in Chicago Monday evening given by L. J. Fischer, general manager at Chicago.

5,944 SWIS Inspections Total Throughout Country

According to a summary made by the fire prevention department of the Western Actuarial Bureau, of which Richard E. Verner is manager, there have been 5,944 original inspections completed under the SWIS and similar programs throughout the country up to June 21. In addition there have now been made 631 re-inspections. Many of the programs got under way this year.

Civilian plant protection personnel was withdrawn from Office of Civilian Defense area offices July 1, and the program is continuing with lists furnished by uniformed officers in each area.

K. J. Stoike in Southern Ill. Field for Security

Security of New Haven has appointed Kenneth J. Stoike as special agent for southern Illinois, where he will be associated with State Agent Stanton Burgoon. For the past two years Mr. Stoike has represented the companies in northern Minnesota and North Dakota. Prior to that time he served in an underwriting capacity in Chicago.

Bridgford Back in Denver

Bruce W. Bridgford, of North America's Denver service office, has been given a medical discharge from the maritime service. He has assumed managerial duties at Denver.

Install California Officers

LOS ANGELES — The California Blue Goose at its meeting here installed the following new officers: Most loyal gander, E. Eugene Davis, insurance attorney; supervisor, Ariel C. Harris, Aero Insurance Underwriters; custodian, August M. Schneider, Springfield F. & M.; widder, A. E. Stroth, Firemen's group; keeper, Robert J. Newell, Great American group.

Polsz Is Peerless Leader

In the report of the annual meeting of the Indiana Fire Underwriters Association Frederick D. Payne, state agent of New York Underwriters, was unduly glorified and the athletic leadership of Walter Polsz, state agent of Sun, was not properly recognized. Mr. Payne was incorrectly listed as the captain of the winning soft ball team. Although he did play on this team and turned in a superb performance, the very able captain was Mr. Polsz.

Hutson Elected in Iowa

Newly elected officers of the East Iowa Blue Goose puddle are: M. E.

Hutson, Waterloo, big toad; John O. Doran, Cedar Rapids, pollywog; W. W. Boardman, Cedar Rapids, croaker; and W. C. Portenier, bouncer.

A life membership in the Iowa pond has been presented to L. E. Ellis, Des Moines general agent, who has been a member since 1906 when it was organized. The presentation was made by another charter member, Will H. Harrison, National Fire.

Grand Nest Arrangements

Cosmopolitan hotel at Denver has been selected as the headquarters for the grand nest of the Blue Goose during its annual meeting there Aug. 22-24, according to word received from the Colorado Blue Goose which is cooperating with the grand nest in arranging plans. J. E. Miller, 556 Gas & Electric building, Denver, is chairman of the hotel reservations committee.

Joint Kansas Parley

TOPEKA—The Kansas Fire Underwriters Association and the Kansas Field Club held a special joint meeting here which was followed by a short SWIS conference. V. E. Herbert, assistant state director, outlined means by which inspectors could assist the evaluation committee in more completely filling out inspection reports.

In a report to the evaluation committee in Wichita, Mr. Herbert said 353 risks have been assigned for inspection. Of these 155 have been inspected.

Kansas City F. & M. Field Parley

Kansas City F. & M. held a two-day meeting of field men at the home office in Kansas City. Those attending the meeting included Morton T. Jones, president; L. Earle Wilkins, executive vice-president; O. P. Rush, vice-president in charge of production and in direct supervision of the Missouri territory; Howard Campbell, manager of the special service department and supervisor of the Oklahoma territory; Cecil McGee, Kansas state agent; E. O. Kortemeyer, Iowa state agent and George G. Kluber, Illinois state agent.

Robert C. Reid, regional manager at Richmond, Va., for the Royal-Liverpool group, is recuperating at St. Luke's Hospital in that city after undergoing a minor surgical operation.

Threatened with appendicitis, William A. Jordan, Jr., special agent for the Richmond area for that group, was under observation in a hospital there for a few days but is out again without having to undergo an operation.

For the first time in Minnesota, an organization of women is going to sponsor an inspection by the Minnesota Fire Prevention Association. The Business & Professional Women's Association of Virginia has agreed to sponsor the inspection which probably will be early in the fall.

Blue Goose members and their families staged a picnic at Minnehaha park, Minneapolis, featuring a baseball game between St. Paul and Minneapolis ponds.

Alan Talmage, Pacific Coast manager American group, has notified his Utah and southern Idaho agents that Larsh

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My son calls it
**"DOG-BITE"
INSURANCE**

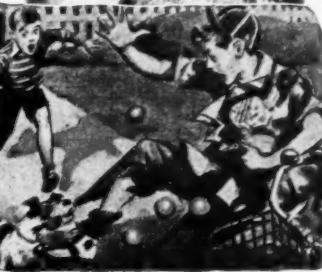
This type of sales-producing advertising is indicative of North America's help to Agents in reaching middle-class home owners who give you the bulk of your business. It is appearing in The Saturday Evening Post, American Magazine, Liberty, American Home, House Beautiful, House & Garden and Pathfinder.



1 My son Bill was playing out on the lawn with his dog the other day, when a new delivery boy came up the drive. The terrier frisked over for a romp, and somehow toppled the boy off his bike.



4 "How'd you know a thing like this might happen, Dad?" he asked. "Well, Son, I didn't. But, my insurance Agent knows there's always a dog around the house. So, he figured we might need that 'dog bite' insurance some day. We did!"



2 In a jiffy groceries were all over the place, the boy was on the ground, pants torn and his leg scratched and bleeding. Maybe the dog accidentally nipped him . . .



3 Anyway, the boy was mad. "I'll sue your Dad!" he said. Bill was mighty scared until I got home that night and explained how my "North America" insurance takes care of just such accidents.

You may not own a dog. But, there are other ways in which you may need protection against serious financial loss. Ask your Agent or Broker if your present insurance is sufficiently broad to cover your loss in the event of:

1. Fire, theft or damage to your home, car or personal property.
2. Loss of what you own through claims for injuries to other persons or damage to their property.
3. Loss of income through personal accident on land, in the air, or at sea.

You can easily get insurance against these and other hazards through your local Agent or Broker. Let him tell you how little it costs for "North America" protection.

North America Agents are Listed in local Classified Telephone Directories. Insurance Company of North America, founded 1792, oldest American fire and marine insurance company heads the group of North America Companies which can supply you practically all types of Fire, Marine and Casualty insurance, through your own Agent.



**INSURANCE COMPANY OF
NORTH AMERICA
COMPANIES**

INSURANCE COMPANY OF NORTH AMERICA • THE ALLIANCE INSURANCE COMPANY OF PHILADELPHIA • CENTRAL INSURANCE COMPANY OF BALTIMORE
INDEMNITY INSURANCE COMPANY OF NORTH AMERICA • NATIONAL SECURITY INSURANCE COMPANY • PHILADELPHIA FIRE AND MARINE INSURANCE COMPANY

Kellogg, special agent, will continue on the job with headquarters in Salt Lake City. Mr. Kellogg may be inducted into service about the middle of December.

N. K. Nelson, Kansas state agent Great American at Topeka and president Kansas Fire Prevention Association, is attending a school of Kansas state guard officers at Ft. Riley this week in preparation for the annual encampment of state guards in August.

CHICAGO

48 HOUR WEEK SITUATION

The Chicago committee that has been speaking for insurance in connection with the application of the 48-hour week regulation to the insurance business has been holding frequent conferences with war manpower commission officials in Chicago. A number of questions are still undetermined. WMC has approved a 40-hour week for most of the small insurance offices in the city, the small ones being regarded roughly as those with 60 employees or fewer. New York Life, in its clearing house employing 102, was directed to go on a 42-hour week basis and Liberty Mutual on

a 44-hour week for inside employees and 48 for outside workers.

A special study was made of the operations of Continental Casualty-Continental Assurance and of Marsh & McLennan with the idea that the decision that is made in regard to these two offices would be a guide for other large offices. There has been no final decision made in connection with either of these situations however. It was tentatively suggested that they adopt a 44-hour program.

TWO BIG CHICAGO FIRES

A total insurance loss of more than \$350,000 was caused when fire destroyed the main plant of Boynton & Co., at 1723-29 Bosworth avenue, Chicago, this week. There was \$64,000 insurance on the building and \$255,000 on contents, and these are estimated total. In addition there was \$120,000 use and occupancy, but there has been no estimate as to the possible loss under this line. The fire broke out Sunday evening, and was still burning Tuesday.

The company did wood working, specializing in the molding of hardwoods.

The fire started in the lumber storage shed which was built around the boiler and engine rooms immediately on the

north of the main building. The boiler and engine rooms and the main plant were sprinklered, but not the lumber shed. The main building was three stories of mill construction.

Another section of the plant to the north suffered slight damage. There was \$97,000 on building and contents there. There was slight damage to the Great Lakes Plating & Japaning Co. to the south and slight water damage to the Ashland Lumber Co., whose yards adjoined the lumber storage sheds of Boynton & Co.

Engelhard-Krogman & Co. was the agency on the Boynton & Co. line. It represents Connecticut Fireman's Fund, Providence Washington, American Equitable, Dubuque F. & M., Pacific National, Standard of N. J., United Firemen's, Commerce, Charter Oak and Rhode Island.

R. M. Beatty of Western Adjustment and E. L. Powers, Underwriters Adjusting, are coadjusters on the loss.

Fire destroyed most of the building and contents of the J. F. Leising Co. lumber yard at 1800 Chicago Road, Chicago Heights. There is a total of \$78,700 insurance and the loss is estimated total to insurance. The office building and one shed were left standing. E. L. Powers, Underwriters Adjusting, and John Sybrant, Western Adjustment, are the adjusters on the loss.

There have been several extremely large fires in Chicago during the past week, but up until then the number of fires in which substantial property loss was involved has been about the same as a year ago and in 1942 in the same period, according to the Fire Insurance Patrol.

GETS COAST GUARD SHIELD

For its contribution in keeping the port of New York operating at a high level of efficiency in a vital period the New York Fire Insurance Exchange received the U.S. Coast Guard Security Shield of Honor in a colorful ceremony. S. T. Skirrow, president of the exchange, received the award from Vice-Adm. R. R. Waesche, USCG, commandant, who paid tribute to the cooperation received in working out difficult problems at a time more necessary than ever before to maintain the flow of supplies overseas in record proportions. Rear-Adm. S. V. Parker, district coast guard officer and captain of the port, who presided; Mayor F. H. LaGuardia, and Commodore F. G. Reinicke, USN (ret.), port director, also praised the work accomplished.

Present for the ceremony were Vice-Adm. H. F. Leary, USN, commander eastern sea frontier; Rear-Adm. W. R. Munroe, USN, commandant third naval district; Rear-Adm. Monroe Kelly, USN, commandant New York Navy Yard; Rear-Adm. J. W. Bunkley, USN (ret.), supervisor of New York Harbor; Rear-Adm. L. C. Farwell, USCG (ret.), procurement officer of the third naval district; Capt. R. L. Jack, USCG (ret.), assistant captain of the port and commanding officer port security command, and Maj.-Gen. T. A. Terry, USA, commanding general second service command.

C. L. BEARDSLEY RETIRES

C. L. Beardsley, who supervised the underwriting of New York and Brooklyn agency business for America Fore, at the home office, has retired after 40 years service. A native of Danbury, Conn., he was educated there and joined Continental as a general clerk in the local department, where he has always been. He is well known to metropolitan brokers and agents.

COMMODORE IS LIKELY SPOT

A representative of the Hotel Commodore in New York City was in the lobby of the Edgewater Beach Hotel in Chicago at the time the National Association of Insurance Commissioners met there. He informed the executive committee and others interested that the Commodore had arranged to reserve ample accommodations for the commissioners the first week in December if they decided to meet in New York. The resolution that was adopted stated that if the executive committee decided to hold the meeting in New York City there should be arrangements made for housing of the convention people. If it were decided not to go to New York City then St. Louis was preferred.

Owing to the uncertain situation in insurance due to the Supreme Court decision, a large number of commissioners and company executives feel that it would be highly desirable to hold the meeting in New York where it would be possible to get in touch with leaders in the business and all classes of companies.

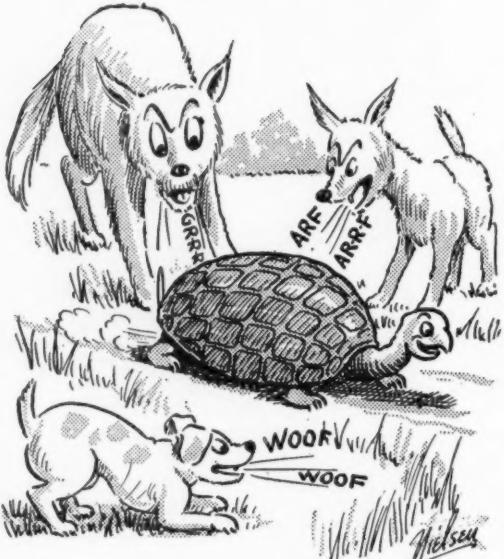
Unemployment Pay Study

WASHINGTON—The Senate post-war economic policy and planning committee in a recent report finds no justifiable reason for federalization of unemployment compensation, but does suggest that more adequate state benefits should be considered.

The committee recommends extension of coverage to all possible classes of workers and to employers of one or more persons, instead of eight as at present. The committee also recommends creation of a revolving loan fund from which loans could be made to states whose reserves prove inadequate. This would guarantee the solvency of state unemployment compensation funds, it is believed.

NEW YORK

FOR FIRE AND CASUALTY MEN ONLY!



No Loopholes Here!

How are your clients, Mr. General Agent? . . . Do they have complete coverage? ▶ If they don't, you can be the one to complete their protection. Perhaps some of them have approached you already, and you've wondered just what to do with those life prospects. ▶ For 96 years Union Mutual underwriters have been proud of their reputation for friendly and reliable service, and will continue to offer the same service in the future. ▶ Just drop a line to Rolland E. Irish, president, for details.

UNION MUTUAL
LIFE INSURANCE COMPANY
Portland MAINE Home Office



SAFETY ENGINEER

This man has had 15 years safety engineering experience. 2 years Industrial and 13 years Insurance. Really knows his line. Has a pleasant personality.

FERGASON PERSONNEL

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Demand for Cover on Alfalfa Mills

There have been an increasing number of requests from fire companies in recent months for inspections of alfalfa mills. This is a rather new development, having come to the fore in the last year or two.

The process is to grind and dry the crop and market the resultant product in sacks. Apparently the process enables the utilization of more vitamins and proteins, in either animal or human consumption. The powdered product is being used in candy and other foods in a small way for human consumption.

The plant and equipment layout frequently costs as much as \$50,000 to \$75,000 and consists of the grinding equipment, a drier and warehouse. The driers are of the drum type, oil or gas fired, and with the grinder represent about half the investment.

Subject to Usual Hazards

The drying process is subject to the usual hazards where there is fire and dry materials. Good equipment is needed with the proper controls, but even these can be nullified by poor management. Apparently experience has been only fair although under proper functioning and conditions the risk, according to inspectors, can be satisfactory. Some of the equipment is portable, and the operator contracts with the farmer to harvest as well as process the hay. With the emphasis in recent years on dried vegetables, dried eggs, and other products, the number of alfalfa mills is expected to increase as time goes on.

Swedish Insurer on Black List

WASHINGTON — The proclaimed list of blocked nationals, otherwise known as the "black list," promulgated by the State Department June 30 includes a number of Swedish and Finnish firms and one Swedish insurance company, listed as follows:

Forsakringsbolaget Bore Forlags A-B, located at Stockholm.

The first word in the above paragraph means "insurance" to you, according to Department of Commerce translators.

Blacklisted firms may not enjoy the benefits of use of the United States mails. United States citizens or firms may not do business with them, except under license from the Treasury Department, it is stated.

Pfc. Wm. Leslie Higgin, formerly adjuster in charge of compensation claims for Bankers Indemnity in Chicago six years and two years assistant manager of Underwriters Adjusting in Cleveland, has been awarded the Silver Star for gallantry in action on the Italian front. Radio operator at a battalion command post, Pfc. Higgin exposed himself to enemy action by moving to higher ground so that the communication could be maintained.

To Mississippi Commission

N. G. Allen, Laurel agent, and C. H. Calhoun, Grenada civic and business leader, have been appointed to the Mississippi state insurance commission. W. T. Wynn, Greenville, has been reappointed to the board of three members which supervises fire insurance rates in the state.

Late Casualty News

Ready for Safety

Essay Contest in Nebraska

The Nebraska Association of Insurance Agents is preparing to carry out the instructions that were given at the annual meeting in April to conduct a composition contest for high school students on "Conservation of Manpower Through Accident Prevention." War bonds with

a face value of \$725 are being put up as prizes. The National Conservation Bureau furnishes all the printed material. The contest begins with the start of the fall term of the school. The entries must be in the hands of the local sponsors by Oct. 15. The plan was originated by Irving Zerzan, Omaha, state national director and chairman accident prevention committee of the N. A. I. A. He said Nebraska is to be the testing ground for this type of activity. Samuel Rees, III, Omaha, has been named chairman of the committee to handle the contest. Correspondence

will be handled through the office of the secretary, Thomas A. Bryan of Omaha.

Industrial Medicine Seminar

American Mutual Liability is sponsoring a seminar for the advancement of industrial medicine at the Stevens hotel, Chicago, July 12-13. This is one of several being conducted throughout the country to expedite the cure and return of war workers through the reporting of medical progress among surgeons as a result of the war. The medical seminar will be followed by a

conference for industrial nurses at the same location July 14.

Among those participating in the discussion will be Arthur H. Johnson, assistant vice-president in charge of safety engineering of American Mutual. The treatment of burns as based on lessons learned from the Cocoanut Grove disaster in Boston will be one topic.

United States Fire has appointed Parker-Allston Associates as its advertising counsel. Newspapers and national magazines will be used. Raymond D. Parker will be the account executive.



NATIONWIDE Binding Facilities

With teletype service connecting our major offices throughout the nation, the multiple-line underwriting facilities of the Fireman's Fund Companies are instantly at your command. A broker in New York asked us to insure, as quickly as possible, merchandise stored on the Pacific Coast at Portland. The line was fully covered in five minutes. An agent in Oakland, California, needed coverage on a Business Interruption risk in Chicago. This line was insured in three minutes. The close-knit multiple-line underwriting facilities of Fireman's Fund are available to agents and brokers wherever located.

Fire • Automobile • Marine



Casualty • Fidelity • Surety

FIREMAN'S FUND GROUP

Fireman's Fund Insurance Company
Fireman's Fund Indemnity Company
Home Fire & Marine Insurance Company
Western National Insurance Company
Western National Indemnity Company

SAN FRANCISCO NEW YORK CHICAGO BOSTON ATLANTA

Report Lloyds Has Ringling Liability

(CONTINUED FROM PAGE 3)

Walpole have referred inquiries to Ivan Escott, vice-president of Home.

Fire insurance liability on the circus was distributed among Home, Fidelity-Phenix, Fireman's Fund, Glens Falls, and Royal.

Commissioner Allyn Tuesday said he had no statement as yet on public liability coverage, but would have when definite information is available. A cable has been sent to London Lloyds seeking such information.

A preliminary estimate of the property insurance loss is that it will approximate \$150,000 on the tent, rigging, seats, and miscellaneous equipment.

The largest items will be about \$25,000 for the canvas and \$15,000 for the rigging. The canvas was not fire-proofed and probably little will definitely be known about the origin and spread of the fire until the half-dozen or more official investigations are completed. Circus officials who were arrested are out on bail and it has been difficult to get in touch with them. The investigations are expected to show whether criminal negligence is involved and if it is, the matter will undoubtedly

be a very serious one for them. Some observers questioned whether the city had taken adequate fire and police precautions to guard against such a catastrophe.

None of the personnel of the circus or animals was injured, the damage being confined principally to the big top itself, two electrical power plants and the wooden seats. Thirty-six of the 200-odd circus wagons were damaged to some extent, though none was actually destroyed. Each of these wagons, it was learned, with contents, was covered by a separate policy.

The circus is insured under an inland marine circus floater policy which covers all of its equipment. The tent canvas was treated to be flameproof, the treatment probably losing its protective effect under constant exposure to the weather and to the sun on a hot day, according to unofficial statements of those familiar with the line. In ordinary times, the circus is believed to have carried its own fire fighting equipment, but this has been affected by the manpower problems. Its equipment was inspected by fire company engineers at its winter quarters preparatory to starting its season. Otherwise, there is no more inspection than there would be for railroad tank cars. The circus would have to conform to local laws insofar as fire protection facilities were concerned in whatever community it played.

Fire Companies Adjustment Bureau is handling the adjustment.

Also under investigation by a special committee set up by the mayor, on which the National Board is represented by John Ashmead, general agent for Phoenix of Hartford, is the city's responsibility, if any, for the disaster. It

was ironical that this disaster occurred just a few days after elaborate ceremonies were held in connection with the presentation to Hartford of the plaque as the winning city in the Inter-Chamber Fire Waste Contest.

Investigation has shown that the fire fighting equipment at the grounds was not inspected by the Hartford fire marshal prior to the first performance, but such inspection has never been the custom in this city. A routine check was made by a city building inspector, who found that the nine clearly-designated exits were unobstructed at the time of his visit.

Believes City Is in Clear

The corporation counsel has expressed the opinion that the city has no liability for the disaster since the city-owned grounds were leased outright to the circus for its scheduled two-day stay.

The cause of the catastrophe is not yet known definitely, as far as the public is aware. At least a dozen eye-witnesses declare it was a cigarette, carelessly tossed against the sidewall of the tent, but this explanation has not yet been officially accepted.

Connecticut Law

In Connecticut, an action may be brought by an executor or administrator for injuries resulting in death, whether instantaneous or otherwise, caused by the negligence of a defendant, or by his wilful, malicious or felonious act. The maximum amount of recovery is \$15,000, and the action must be instituted within one year.

The extent of the amount recoverable is measured by the value of the deceased's life to him, or, as commonly phrased, the economic value to one's estate. Pertinent evidence in this respect would be as to what the decedent had saved during his lifetime, his station in life, also his health and physical condition.

dition in relation to his expectancy of life.

There also can be recovery in the same action if, in consequence of the wrongful act, the deceased, before his death, incurred expense effecting a cure; also for the loss of earnings during his illness, and likewise, for suffering endured previous to his death. The maximum amount in such an action is, nevertheless, limited to \$15,000.

Negligence of Defendant

In actions to recover for personal injuries or death in Connecticut, there must be established that the injuries or death were caused through the negligence of the defendant, and the defendant has the burden of establishing contributory negligence, assumption of risk, or other appropriate defenses.

There is no rule of thumb by which the amount of recovery or settlement in either an action for death or personal injury can be measured. The liability is, of course, a fundamental and determining factor as to what amount of settlement can be expected. There have been cases where the liability has been so flagrant as to color court and jury's final determination of damages, in that the full amount of \$15,000 has been rendered in death cases of adults.

Regarding settlement in cases of minors, again the extent of the liability is the governing factor, and the amounts to be expected are too indeterminate to enable anyone to give a definite opinion of what can be anticipated in advance.

A practical consideration to be borne in mind is that where there are a multiplicity of claims or suits and there exists inadequate coverage, or financial responsibility, compromise evaluations have to be made in the light of such facts.

Experienced claim men say that claims on account of death to children under 10 are settled commonly in the \$1,000-\$2,000

STRICTLY PERSONAL

Now more than ever it is the responsibility of every agent to provide the broadest protection available to assured. Our new Personal Property Floater affords "All Risks" coverage in the home or elsewhere under one policy, on personal property of all kinds including household furniture and furnishings.



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Insurance Company Ltd.
90 John Street, New York



CASES FROM OUR LOSS FILES POINT WAY TO GREATER PREMIUM VOLUME

CASE No. 2

FRAME DWELLING

Written Without Coinsurance

Sound value	\$11,500
Loss or damage.....	7,400
Insurance carried	5,000
Loss uncollectible	2,400

PRODUCTION CUES

Check every account on your books. If underinsurance is noted, bring policies at once into line with current values which are much higher due to increased construction and replacements costs. Apply same yardstick to household furnishings and personal effects!



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Fire Underwriter, male or female. Permanent, downtown Detroit Agency. Address Box W-39, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

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Will pay cash for established fire and casualty agency located in a town of 20,000 or over. Must be earning at least \$7,500 in gross commissions annually. Address W-46, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

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In reply, state age and past experience.

AMERICAN INDEMNITY COMPANY
Galveston, Texas

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In reply, state age and past experience.

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range while \$2,000-\$3,000 is frequently the figure for older children.

Seemingly commercial and civilian enterprises owning tents have not been able to get fireproofing material inasmuch as it was needed in the war effort. Priorities were only given in a few cases. It is not thought that any of the circus people or others owning extremely large tents would be allowed to have the material. If gasoline and wax were used as a waterproofing material at the time the Hartford fire experts said the gasoline would have evaporated. The Underwriters Laboratories lists two concerns that manufacture fabric fireproof material but it is not known whether or not non-war concerns could get a supply.

The AP carried a story from Jeffersonville, Ind., stating that catastrophes like the circus disaster at Hartford, would be virtually impossible in the future with the general use of an army chemical process for tents according to Maj. Arthur Lundstrom, administrative officer of U. S. Army quartermaster depot's procurement section.

This process, which makes cotton duck fire and water resistant, was developed in the research laboratories of the depot and in plants of contracting firms.

Virtually all tents in which American troops are quartered in combat zones have undergone this fire resistant process, Maj. Lundstrom said.

Tent canvas thus treated was shown to newspaper reporters who toured the depot. A blow torch was applied to olive drab tenting fabric and the only result was charring. The fire did not spread, according to Captain E. C. Sibley, depot public relations officer, who added there has been no instance reported of a dangerous troop tent fire in world war II.

"The tenting procured by the depot in the past fiscal year would make a 'big top' the width of a New York City block and extending from Manhattan to San Francisco and on into the Pacific."

It was a coincidence that the spring edition of "News from Home," the handsome publication of Home of New York which was put out just a few weeks ago featured the Ringling Bros.-Barnum & Bailey circus. The cover design was a circus feature. There were several pages of pictures and text about old circus wagons that belong to Ringling Bros., and there were stories and pictures about the activities of Ringling circus at Peru, Ind.

AKRON TAKES ACTION

AKRON, O.—No circuses or carnivals will be permitted to operate here until city fire inspectors have declared them safe, it was announced by officials after the Hartford circus fire. While Akron has no specific ordinance fixing circus fire provisions, the city's general police powers are held to justify this procedure.

WANTED IMMEDIATELY WOMEN'S EXECUTIVE—CLERICAL

PERSONNEL INTERVIEWER	\$225
S. S.—I. C. Transportation	
JR. ACCOUNTANT	\$225
Loop—Permanent	
SECY. TO EXECUTIVE	\$200
Loop—A-1 Firm	
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Michigan Avenue	
STENO-CLERK	\$175
Loop—Post War	
COMPTOMETER OPERATOR	\$175
West Side—Mfg. firm	
DETAIL CLERK	\$175
Good at figures	
STATISTICAL CLERK	\$175
Light typing	
ASST. BOOKKEEPER	\$175
Some typing—West Side	
A/R CLERK	\$175
Mfg. firm—Experience necessary	

O'SHEA EMPLOYMENT
64 E. JACKSON BLVD. Wab. 1884
CHICAGO, ILLINOIS

Conference Draws Many Marine Men

(CONTINUED FROM PAGE 5)

vegetables, fully ripened and at their best, could be made quickly available to buyers thousands of miles away. A representative of the Atlantic & Pacific chain stores said his company is much interested in the use of air transport for this purpose.

Railway Express Volume

C. Gilbert Peterson, chief engineer of the Railway Express Agency, said that the average value per ton of the class of goods most frequently shipped by air express, which is apparel, is about \$10,000 a ton. He emphasized that since each piece of merchandise is handled an average of 14 to 16 times in transit from the time it leaves the shipper to its receipt by the consignee it requires constant vigilance to avoid damage or loss. He said the air lines are doing a splendid job in this respect but that precautions cannot be relaxed for a minute or "in come the claims." Air express involves more than 2 million handlings per month and any slip means damages that must be paid for. About 44 tons a day travels by air express on domestic air lines, he said.

A representative of one of the air lines said in answer to a question that most trouble with packaging, as experienced by the air lines, is that shippers overload containers and that the goods is improperly packed inside the container so that while the container itself does not give way the goods shifts around inside and is damaged.

L. C. Ray, executive vice-president of Aviation Packaging Company, who presided over the forum, said that there should be a big future for air transport after the war in getting urgently needed materials to repair plants that have been damaged by the war.

Legislation from Bench Assailed

One of the most forceful criticisms by a newspaper commentator in the Supreme Court S.E.U.A. decision is that of Merlo Pusey that appeared in the Washington "Post" July 4.

"The tendency to legislate from the bench came to full flower in the case of the Southeastern Underwriters Association," he wrote. "So far as I can see, the real issue was not any shenanigans of the fire insurance companies or whether or not the business of insurance affects interstate commerce sufficiently to justify regulation by Congress. Apparently real abuses have crept into some of the agreements insurance companies have made across state lines. The court was unanimously of the view that Congress may reach these interstate aspects of the insurance business if it chooses to do so: It split 4-to-3 chiefly on the question of whether Congress had attempted to do so in passing the anti-trust acts.

"Congress passed the Sherman act long after the Supreme Court had said that insurance is not interstate commerce. The House committee in charge gave assurance that the bill was not intended to occupy doubtful grounds and expressed the view that Congress has no authority to deal, generally, with the subject (restraint of trade) within the states. Later Congress turned down many requests to legislate on interstate transactions in insurance because its judiciary committee believed that subject to be beyond reach of federal power. In 1914, Congress amended the Sherman act by the Clayton act and again defined the meaning of commerce without including insurance. The sponsor of the bill, Representative Webb, told the House specifically that insurance companies are not reached, as the Supreme Court has held that their contracts or policies are not interstate commerce.

"These facts cited by the dissenting justices seem to me to be pretty conclusive evidence that Congress had no thought of subjecting insurance companies to the anti-trust acts. But the

law makers on the supreme bench were apparently not willing to wait for a slow-motion Congress to speak for itself. They crudely tried to meet a legislative problem by injecting new meaning into a 50-year-old statute.

"Now this policy is just as reprehensible as was the old court's habit of choking off legislative enactments which it did not like. To force the hand of Congress, said Justice Jackson, dissenting, is no more the proper function of the judiciary than to tie the hands of Congress. The judicial pendulum has swung from one extreme to the other. A majority of the court is still legislating, but with a different set of predilections. And it will doubtless continue to do so as long as the President insists on giving it a majority of crusaders instead of judicial-minded men who are willing to interpret the law objectively and let the chips fall where they may."

N. A. I. A. Membership Booklet

"Your Hidden Risk," the new membership booklet of the National Association of Insurance Agents, which will serve as the principal promotional piece in the association's drive for "18,000 or more in '44," has just been released. Membership July 1 was 17,107, increase 560 since last September. The booklet emphasizes such points as the value of organization, what the member receives, accumulated benefits and how the National association operates.

Leonard F. Whelan, Greenwich, Conn., is chairman membership committee.

Polley, Tyrol and Hullett Hartford Vice-presidents

HARTFORD—Directors of Hartford Fire Tuesday elected as vice-presidents Arthur L. Polley and Q. W. Tyrol of the home office, and J. C. Hullett of the western department at Chicago.

Mr. Polley served in the field before being elected assistant secretary in 1935 and secretary in 1940. Mr. Tyrol started with Orient, joined Hartford Fire in 1918, became assistant secretary in 1925, secretary in 1935. He has had supervision of the middle department field.

Mr. Hullett joined the company in 1929, and since 1941 has been assistant manager in the western department.

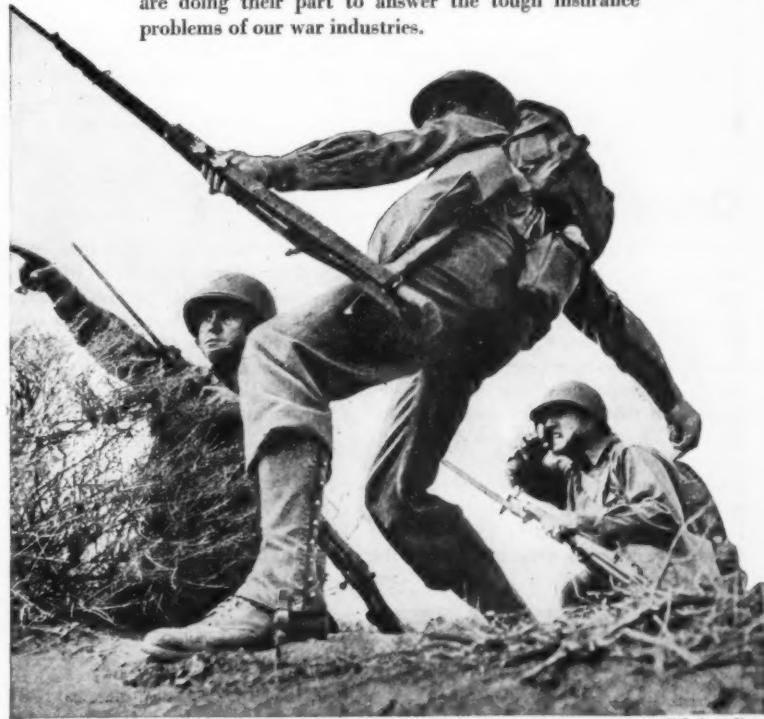
The South Bend-Mishawaka Exchange will hold its annual stag picnic July 27 at the Mishawaka Conservation Club, with soft ball, horseshoes and other entertainment features, followed by a fish fry. Regis Richard is chairman of arrangements.

W. L. Greenway, in a recent reference, was incorrectly identified as assistant manager of the eastern department of Pacific National Fire at Philadelphia. Mr. Greenway is assistant vice-president and co-manager with J. J. Haggerty of the eastern department.

Up and at 'em!

When it comes to grenade-tossing, the enemy is uncomfortably close. A split-second decision can mean the difference between life and death.

We, at home, can't deal death blows to the enemy, but we can help back the attack. Norwich Union agents are doing their part to answer the tough insurance problems of our war industries.



U.S. Army Photo

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EDITORIAL COMMENT

If You Can't Beat 'Em, Join 'Em

That move of the Phoenix-London personal property floater?"

The rivalry between casualty and inland marine departments in connection with the personal property floater and burglary insurance has been almost fantastic in the past. Here are two units in the same organization whose profits look alike to the stockholders and whose losses are just as distressing that have been scarcely on speaking terms with one another. The inland marine department may have been gleefully raiding the business of the burglary department and the latter bringing up arguments to discredit inland marine coverages. The intensity of that rivalry, in retrospect, means that there is a consanguinity there that Phoenix-London has recognized in a realistic way. They have given practical effect to the political slogan, "If you can't beat 'em, join 'em."

That was a practical business decision. It was in recognition of a fact rather than a theory. It accented a remark made the other day by a burglary department manager of a casualty company home office in discussing the new residence and outside theft policy. "Why not be done with it," he asked, "and have the casualty companies write the

complaints coming in by letter or by word of mouth are to be taken to his desk and he studies them personally. In this way he says that he is able to keep in close touch with the trade's opinion of his company. In commenting on his position, Mr. Chadbourne said, "for every complaint there are perhaps 10 other people who feel the same way but do not bother to write or speak."

He has found already that complaints and criticism have a definite constructive value in that he thus is able to discover some times defects or weaknesses that should be remedied. Furthermore the very fact that an organization has an official, one of whose duties it is to investigate all complaints, keeps employees more alert and desirous of avoiding any call to the desk of the "vice-president of complaints."

The handling of complaints is indicative of a desire to do the fair thing. The customer is not always right. If he has criticism to make it should be studied to see whether he is correct in his view or not. If he is not then he should be put right.

The Old Colony Envelope Company, Westfield, Mass., has appointed L. A. Chadbourne, who is vice-president, as "vice-president of complaints," this bearing the title that he gives himself. All

Opportunity to Tell Story

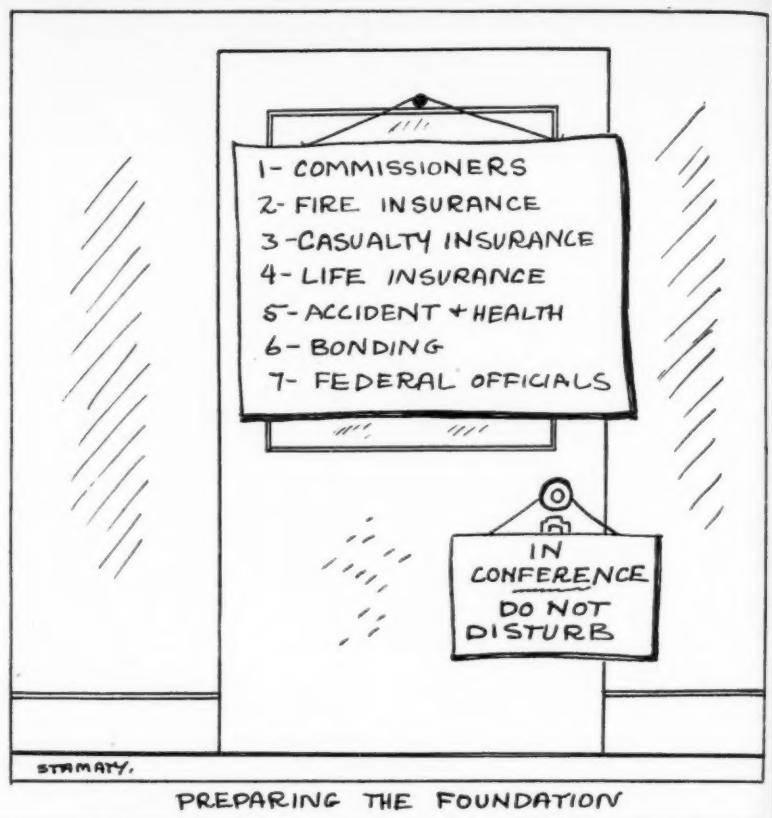
There has been considerable controversy as to whether it was politic to have had a bill introduced in Congress exempting insurance from operations of the federal anti-trust laws. There are people who became confused because the U. S. Supreme Court had not decided then that insurance was not commerce. Therefore, they could not understand why it was necessary to have a bill exempting insurance passed when it had not been hurt. It is interesting, however, to know that a great amount of spade work was done because of the introduction of such a bill. It offered

the opportunity for insurance men to tell their story regardless of whether they had been hurt or not at that particular time. Much ground was covered between the time of the introduction of the exemption bill and the Supreme Court decision. This cultivation and educational work has not been lost.

BE TRUE to your word, your work and your friend.—J. B. O'Reilly.

SOME folks borrow trouble—others borrow money to buy it.

Take life as you find it, but don't leave it that way.

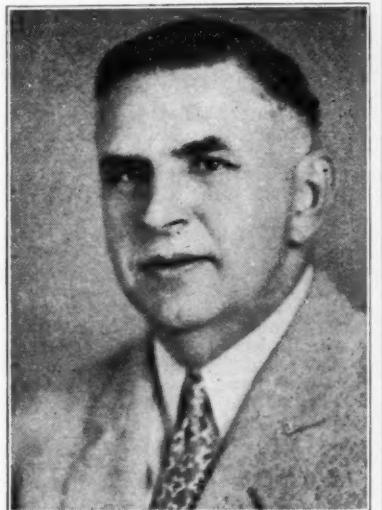


PERSONALS

R. Bryson Jones, chairman executive committee of Kansas City Fire & Marine and vice-president of R. B. Jones & Sons, is vacationing with his wife at Eaton's Ranch, Wyoming.

Pvt. F. G. Talbot, Jr., of the army medical corps, son of **F. G. Talbot**, assistant secretary Detroit Fire & Marine, was married to Miss Barbara Bradley of Detroit. Pvt. Talbot is stationed at the University of Michigan.

Martin M. Higgins, secretary of the marine department of Automobile and Standard Fire, observed his 35th anniversary with the companies. He was in the marine department at the home office, in New York, and at Boston. He was named manager of the Atlantic marine department, with headquarters in Philadelphia, in 1923 and the following year was called to the home office to become manager of ocean marine department. He was elected an assistant secretary in 1930 and secretary in 1940. He is a member of the American Institute of Marine Underwriters.



PINCHBACK TAYLOR

of Insurance Agents, died after a month's illness.

Mr. Taylor served as national councillor of the National association and was a past president of the Pine Bluff Insurance Exchange.

Harry Egan, 74, veteran Seattle agent and fieldman, died after two weeks' illness. In 1898 Mr. Egan established his own agency in Seattle. Subsequently, he became interested in association work and for a number of years was secretary of the old Insurance Agents

DEATHS

Former Arkansas Agents' President Is Dead

Pinchback Taylor, 58, head of Taylor & Co., Pine Bluff, Ark., and a past president of the Arkansas Association

PUBLISHED
EVERY THURSDAY



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League of Washington. Later he was in the field for the C. B. DeMille General Agency and for some time served as state agent for the old James F. Cobb office of San Francisco. He served as most loyal gander of the Seattle Blue Goose.

Lt. John D. Garvik, 29, former insurance department manager of the Stoddle Realty Co., St. Paul, was killed in action in France.

Edmund S. Cogswell, first deputy insurance commissioner of Massachusetts, is bereaved by the death of his father **Henry P. Cogswell**, 93, who was the oldest alumnus of the Massachusetts Institute of Technology.

S. M. Kirschenbaum, son of Maurice Kirschenbaum, who operates the Kirschenbaum agency of Chicago, was killed in an aviation accident in the east. He was a pilot recently assigned to the air transport command. The plane in which he was flying struck electric wires near a field and was burned, killing all occupants. Lieut. Kirschenbaum was 20 in May. He was a graduate of Roosevelt High School, an accomplished first violinist in the orchestra there, and a fine amateur photographer. He took a course at Northwestern University for about two years in business administration and enlisted in the air force, taking some of his work at Purdue University.

C. G. Robertson, superintendent of agents in the western department of the London & Lancashire who died at the Evanston Hospital, Evanston, Ill., from a heart attack, had been in that institution about a month before he died. He was taken there for observation and it was discovered that he had angina pectoris. However, he was getting along fairly well and the doctor advised him that the forthcoming Wednesday he probably could go home. However, he had a sudden attack Tuesday evening and died Wednesday afternoon. He had been with the London & Lancashire as a field man, assistant superintendent of agents and superintendent of agents for 35 years.

Leslie K. Arrington, 59, executive vice-president of Standard Life, Jackson, Miss., and former insurance commissioner of Tennessee, was buried in Nashville. He died in Jackson following an operation. Mr. Arrington was appointed commissioner in 1918, following a period of service as deputy commissioner, and served through 1922. When Commissioner Tobin was named receiver for the Independent Life of Nashville, Mr. Arrington was made representative of the receiver. Later when the business was purchased by Standard Life, he became connected with that firm. Among the honorary pallbearers were T. E. Miles, deputy insurance commissioner, E. Phelps Smith, of Gale, Smith & Co., and A. L. P. Green, Standard Fire.

A. Joseph Vaughan, 60, Los Angeles agent, died following an illness of some weeks. He has been in the insurance business there for more than 25 years.

Talbot Bird & Co., New York City, have received word of the first casualty among their 23 members who are in the armed services. Pfc. Cyril H. Stappleton of the marine corps was killed during the fighting on Saipan.

William T. Evans, partner of the Andrews & Evans agency of Brooklyn, died suddenly at his office at the age of 68.

Funeral services were held Saturday afternoon in Columbus for **Asbury L. Odebrecht**, aged 50, assistant superintendent of the Ohio Farm Bureau insurance companies who was stricken and died earlier in the week while on a fishing trip to Espanola, Ont. He was a native of Fayette county, Ohio, attended Denison and Ohio State Universities, and taught business organization in the economic analyst for the federal trade latter school. For some time he was an commission in Washington.

The Alabama Association of Insurance Agents lost its oldest member in the recent death of **George C. Wright**,

70, who headed his own agency in Tuskegee. He had been a member of the association since 1898 and had attended practically every convention since then. He was elected a director in 1942 and had served as an officer previously.

Mrs. Faye Funkhouser, wife of William Funkhouser of the Funkhouser-Smith general agency of Corroon & Reynolds at Springfield, Ill., died in St. John's Hospital there. She had been in ill health for many years.

Levi Bloom, 90, for more than 40 years a Louisville agent and member of the Louisville Board, died at Crane Nursing Home where he had been an invalid for some time. In his youth he was connected with his father, the late Nathan Bloom, in the Bamberger-Bloom wholesale dry goods house, and entered insurance in 1895. In recent years his business was handled through the E. S. Tachau & Sons office.

Walter J. Wiskirchen, 57, West Bend, Wis., local agent since 1923, died from a heart attack.

John F. Land, 70, formerly with the Bluefield Insurance Agency, Bluefield, W. Va., died there. He had been ill for some time.

Ben W. Bartin, 58, owner of the Gollad Agency, Gollad, Tex., died.

Louis H. Littlefield, 78, insurance broker in Waukegan, Ill., 45 years, died of a heart attack.

Charles F. Jackson, Hopkinsville, Ky., agent and state senator from Christian county elected on a Democratic ticket in 1941, died after a stroke of paralysis. He had been in the insurance business since 1934 and represented State Automobile Mutual.

IN U. S. WAR SERVICE

Seaton Schroeder, Jr., junior engineer at Richmond for North America has been given a leave of absence for military duty.

Vernon T. Bartlett, manager of the business development department for Royal and Eagle Indemnity, has been commissioned lieutenant (j.g.) in the navy and will report for duty at Trenton July 25.

John W. Mitchell, formerly claims manager for the U. S. F. & G. at Kansas City, has completed nine weeks of boot and gunnery training at the marine base in San Diego. After three days in Kansas City he has returned to the marine air base at Miramar, Cal., for re-assignment in the aviation branch.

Louis W. Foster, Los Angeles broker and secretary of the Insurance Exchange of Los Angeles, will report for duty as a lieutenant (j.g.) in the navy on July 15. He will be stationed at the University of Arizona, Tucson.

E. W. Shier, formerly with the Chicago Board, has been commissioned a second lieutenant as a navigator in the army air force.

Ensign Robert S. Lightner, son of R. E. Lightner of the Monarch Investment Co. Agency, Wichita, was home on leave from the naval flying base at Corpus Christi where he received his wings.

Murl Richmond, Glover & Richmond Agency, and secretary of the Salina Insurance Board for 11 years has been commissioned a lieutenant (j.g.) in the navy and has reported to Hollywood, Fla., for indoctrination.

The Iowa Blue Goose now has a service flag with 25 stars with John W. Lenehan, state agent First American, and L. K. Taylor, state agent Commercial Union, the latest to enter the armed services. Both have entered the navy as lieutenant (j.g.) and are in training at Hollywood Beach, Fla.

Insurance Men Help Form K. C. Feeder Airline

Kansas City Airways, Inc., has been formed with a capital of \$600,000 to provide a system of feeder airways radiating from Kansas City. Morton T. Jones, president of Kansas City F. & M., is president, and on the board are Cliff C.

Jones, president of the R. B. Jones & Sons Agency, Kansas City, and chairman of Kansas City F. & M. and W. T. Grant, president of Business Men's Assurance.

The proposed system of feeder lines was worked out by Thomas E. Braniff, Tulsa, insurance and aviation executive. The majority of stock in the enterprise will be owned by business leaders in the cities to be served by the proposed airline system. The corporation has filed application with the Civil Aeronautics Board.

Sterling R. I. Director

Frederick A. Sterling has been elected a director of Rhode Island. He has had a lengthy career in the diplomatic service and was chief of the division of western European affairs. He is a former manufacturer of woolen goods.

Chesapeake Pond Elects Roberts

The Chesapeake pond of the Blue Goose at its annual meeting in Baltimore elected the following officers: Harold Roberts, Jefferson Adjustment Bureau, most loyal gander; C. Resh, Home, wielder; Floyd Stout, supervisor; Alex Sullivan, custodian; Donald Clark, guardian, and George Moore, keeper. The meeting was preceded by a golf tournament. A third of the members are in service, it was reported.

Plate Glass Loss \$25,000

MANCHESTER, N. H.—A plate glass loss of at least \$25,000 was caused here by the unexplained explosion of some seven tons of dynamite in the Nedford, N. H., warehouse of John B. Varick Co., five miles away.

Reinsurance Corporation of New York has declared a dividend of 7½ cents per share, payable July 14, 1944 to stock of record July 7. This dividend is the same as declared in June during previous years.

Northern, N. Y., Opens Chicago Unit Under Sprieser

Charles Sprieser, who for the past seven years has been claim manager for Standard of New York, in Chicago, has resigned to open a Chicago branch and service office for Northern of New York. Mr. Sprieser is thus becoming associated again with George Z. Day, who was formerly president of Standard and is now president of Northern. His office will be in A-1803 Insurance Exchange building and he expects to be in operation about Aug. 1. He has returned to Chicago after visiting the head office of Northern for a few days.

Mr. Sprieser had been with Standard for a total of 15 years. Until going to Chicago seven years ago he was examiner of New York City business at the home office.

For fire business Northern in Chicago has Naghten & Co. and Bartholomay-Clarkson agency and for automobile it has Marsh & McLennan, Fred S. James & Co., and R. H. Beard & Co. Mr. Sprieser's office will constitute a third production unit and that leaves the company with one opening for a class 1 connection under the Chicago Board rules. Mr. Sprieser will develop a brokerage business and provide service for the class 1 agents.

Peru Agents Advertise

"Come Hail or High Water, Are You Prepared With Proper Insurance Coverage?" is the caption theme of a 10 in. x 8 in. cooperative newspaper advertisement used by 10 members of the Peru (Ind.) Association of Insurance Agents. Hail insurance, automobile liability insurance, and fire coverage are featured in the body of the advertising promotion.

REINSURANCE . . .

Broad automatic

treaties, understandingly

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Unlimited facultative

facilities for the

unusual risk.

BOWES & COMPANY, INC.

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CHICAGO

EMPLOYERS REINSURANCE CORPORATION

J. B. ROBERTSON . . . PRESIDENT

REINSURANCE OF CASUALTY - FIDELITY - SURETY
FULLY COVERING THE FIELD

HOME OFFICE - KANSAS CITY

NEW YORK - CHICAGO - SAN FRANCISCO - LOS ANGELES

Prepare to Provide Bail Bond Service

Company Practice Will Differ Somewhat in Handling New Provision

Most of the casualty companies have now decided upon the procedure that they will employ in giving practical effect to the uniform endorsement to become effective July 17 to the automobile liability policy reimbursing the assured up to \$100 for the cost of securing a bail bond that is required as a result of a traffic law violation or accident.

Some insurers intend to include in the card that it furnishes its assured a statement that the motorist may obtain a bail bond from an agent of that particular insurer up to face amount of \$5,000 "for free" and that if he buys a bail bond from any other company he will be reimbursed up to \$100. This will be on the obverse of the card which in most companies already contains a statement regarding release of attachment bond service.

If the insured buys a bail bond from the insurer that is on the automobile policy then that insurer will credit the agent with the bail bond premium and pay a commission.

Text of Endorsement

The standard endorsement that provides bail bond coverage reads: "The company shall pay the cost of bonds, but without obligation to apply for or furnish such bonds, guaranteeing insured's appearance in court, if such appearance is required by reason of accident or traffic law violation occurring during the policy period and arising out of the use of an automobile with respect to which use insurance is afforded such insured under coverage A of this policy. The company's liability on each bond shall not exceed the usual charges of surety companies for such bond or \$100."

The assured will be privileged to go to a personal bondsman if he prefers but an insurance company would not reimburse him beyond the charge that a corporate surety would make which is 2% in the case of bail bonds.

Some of the companies intend merely to stand on that endorsement and to make no changes on their card that is given to the assured. The assured will pay out of his own pocket the cost of the bond whether he buys it from an agent of his automobile insurer or from any other company and the auto insurer will reimburse him for the cost of the bond.

May Appeal to Motorist

The inclusion of the bail bond endorsement is likely to have considerable appeal to the motorist but it is unlikely to be a feature that will be costly to the insurer. Usually in the past when a motorist was required to put up a bail bond and was confronted with the 2% rate from a corporate surety he arranged to get some friend to go on his bond for him.

It is assumed that now that the cost of the bond is taken care of in his automobile policy that he will purchase surety bond, usually from the same company that insures the automobile if that company is engaged in surety

(CONTINUED ON PAGE 21)

Analysis Given of Boiler Manual Effective Aug. 1

The revised boiler and machinery manual will become effective Aug. 1 in all states except Louisiana. The manuals are scheduled for delivery to companies and agents on the mailing list July 24.

The National Bureau of Casualty & Surety Underwriters is a duly appointed statistical agent of the New York department for the collection and compilation of statistics to be used in connection with the rate supervising activities of the department. The bureau calls for experience from all stock insurers transacting insurance in New York in accordance with an "official call" which is prepared by the statistical department of the bureau and submitted to the department for approval. In the boiler and machinery line, this call has always required the carriers to report their country wide statistics. The limited volume in this line of insurance, coupled with the absence of any known factors which would require or justify any rate variations, has made this procedure necessary to produce rates that conform to the customary rate regulatory standards.

The actual preparation of the manual extended over a period of eight months, ending last May. Throughout this period Superintendent Dineen and the staff of the rating bureau of his department, have been in close touch with all developments. As the work progressed, they examined each step and indicated tentative agreement or disagreement. They studied the statistical basis of the rates and verified all calculations.

Official Approval in N. Y.

Mr. Dineen has officially accepted the manual for filing in New York. The necessary filings have been made in other states and it is anticipated that it will likewise be acceptable to the authorities in those states because of the basis and manner of its preparation. Any exceptions will be indicated when the manuals are distributed. At present the only known exceptions are Louisiana, where the authorities recently announced a rate revision, and Massachusetts, where premium gradation is not permitted.

As respects policies to which premium gradation is applicable the rate of commission payable shall be the same as provided in connection with the manual effective May 1, 1943. That is, the rate of commission payable to any class of producer on the discounted premium in excess of \$3,000 (in excess of \$1,000 for policies issued for a term of one year or less) for the effective period of coverage shall be 40% less than the rate of commission payable to the producer on the first \$3,000 of premium (\$1,000 for a one year policy), for example, 10 1/2% instead of 17 1/2%, or 15% instead of 25%.

Size of Manual Increased

The general form of the May 1, 1943, manual has been retained, with rate pages appearing opposite the corresponding classification description pages. The size of the manual has been increased by about 20 pages and the general rules have been brought together into a single section preceding the classification descriptions and rates. Brief descriptions of coverage have been included in the manual, but with emphasis on the necessity for securing complete descriptions from the policy forms. The determination of the capacity of all objects rated on a capacity basis has been clarified.

The extended coverage in the 1943 manual has been replaced by a new broad coverage, the principal change being that a sudden and accidental burning or bulging must result from internal pressure or a deficiency of liquid or vapor in the object must immediately prevent or make unsafe the continued use of the object. The coverages for other so-called boiler objects have been similarly revised.

The definitions of accident for machinery objects have been changed. The new definitions reflect a new approach by

specifying the type of occurrence constituting an accident and making no reference to impairment of functions.

Bodily Injury Liability

Coverage is included in the basic policy but may be excluded by endorsement. The charge for the coverage is a part of the location charge, varying with the limit per accident; for portable objects the charge is \$1.

Supplementary Expense

Supplementary expense coverage replaces expediting coverage. It provides for payment of reasonable extra cost of temporary repairs and of expediting the permanent repairs, but such payment shall not exceed the amount of the loss under Section I nor in any event \$1,000. This coverage is included in the basic policy but may be excluded at a discount equal to 1% of the object rates.

The period of automatic coverage has been extended from 60 days to 90 days. The coverage is included in the basic policy for an additional three year charge of \$5 per policy, but may be excluded by endorsement.

All locations on a policy qualify for blanket insurance if there are 10 objects at a single location or 20 objects at all locations, regardless of whether such objects are boiler or machinery objects; but certain types of objects, such as miscellaneous electrical apparatus, shafting and piping, may not be counted for qualification.

Any location qualifies for a discount if there are insured at the location at least 10 objects in the high pressure boiler or so-called prime mover classifications; the discount of 10% does not apply to the objects in such classifications, but will apply to other types insured at the location except replaceable service tanks and residence boilers and vessels.

Application of Rates

The order of applying rules in determining premium has been changed in several particulars. The excess limit factor is applied to the net rate after deduction of the deductible discount. The blanket insurance discount is applied before the location and portable object charges. Premium gradation is applied after the 5% for installment payments. The maximum policy term has been reduced from four years to three years.

The percentages in the term and short rate tables vary from one month up, instead of being constant for the first six months. The percentages have in general been increased, so that for 12 months, for example, the percentage in the term table is 40% instead of 37% and for 24 months is 70% instead of 68.5%.

Definition of location has been restricted to premises of the assured which are continuous or which would be con-

(CONTINUED ON PAGE 23)

Will Dems Have Insurance Plank?

On the eve of the Democratic National Convention in Chicago next week there is much speculation as to whether an insurance plank will be contained in the party platform. If it is decided to have a detailed platform rather than the 200 word platform which, it is said, President Roosevelt favors, then undoubtedly the insurance question will come up in a pronounced way and there will undoubtedly be a battle in the resolutions committee.

The states' rights advocates particularly from the south, would be expected to advocate as strong a states' rights plank as possible whereas administration leaders would be expected to get up something that would be satisfactory to Attorney General Biddle. Undoubtedly a number of Democratic insurance commissioners will be in Chicago and will undertake to make their influence felt if an insurance plank is under consideration. It is understood that Commissioner Larson of Florida, who is also state treasurer, will be on hand.

It is reported Senator O'Mahoney, Wyoming, will take along to Chicago in his pocket a proposed insurance plank for use in the platform.

Auto Rate Relief Not Likely for Some Time

Some Non-Conference Carriers Increase Collision Rates

The automobile people would like some relief in increased collision rates, and some underwriters believe that bodily injury and property damage experience is now so close to the line dividing profit and loss that the rates on those lines also should go up. However, no rates change is in sight for B. I. and P. D., and it appears likely that collision rates will not go up before December or January, after figures of the National Automobile Underwriters Association for the fiscal year ending Aug. 31 have been collected and analyzed.

Independents Go Up

American Automobile and a number of the independent automobile companies operating in the midwest have increased collision rates in the past few weeks to the N.A.U.A. level. Previously they were about 10% under conference companies. The increase was made by practically all independent stock companies in Ohio, Indiana and Illinois and by most of those operating in Iowa. In Ohio and Indiana the mutuals except State Farm Mutual Automobile and the farm bureau companies also raised collision rates to conference level and in Illinois some of the mutuals took similar action.

In addition, some of the independents increased comprehensive physical damage rates in downstate Illinois where they had been charging \$4 as against the \$6 minimum for conference companies. Previously the independent companies had charged practically the same minimum in the other territories, including Cook county. On the other lines, the non-conference stock carriers now are charging substantially the conference rates except for a slight deviation of 2 1/2% below National Bureau of Casualty & Surety Underwriters B. I. and P. D. rates.

Collision Is Losing Line

Collision is the line on which the companies are really suffering. Practically none of them have been able to stay in the black this year. The increase began to show itself prominently early last fall and continued on through the winter months, although the second quarter of 1944 has shown some improvement. One company which had 35% collision loss ratio for the first six months of 1943 and a 36.5% ratio for the entire year, had a 70% loss ratio in the first six months of 1944. Several companies report a 100% loss ratio on collision. This has been the trend for all companies. Perhaps the most important cause has been a relaxation in observance of the 35 mile speed limit. The National Safety Council reports increasing mileage this year.

An emergency rate increase for collision business was contemplated but was by-passed in view of the Supreme Court decision. Action by conference companies now is expected to wait until figures are in and analyzed for the year ended Aug. 31. It usually requires about 90 days to get them together.

In the meantime aggregate experience

(CONTINUED ON PAGE 21)

Service Company Ban Is Upheld

Federal Court Finds Mass. Legislature Justified in Compensation Amendment

The federal district court of Massachusetts has given an opinion in Independent Service Company, Inc., vs. Emma S. Tousant et al., upholding the validity of the 1943 amendment to the Massachusetts compensation act providing that no self insurer or attorney acting in its behalf may engage a service company or like organization to investigate, adjust or settle compensation claims or to represent it in any manner before the industrial accident board of Massachusetts.

The court decided that the legislature could reasonably conclude that the use of service companies by self insurers precluded employees from receiving as fair compensation as they would receive under the workmen's compensation act. Having reached that conclusion the legislature was not limited to an enactment which merely regulated the use of service companies by self insurers; it had the power absolutely to prohibit their use.

The fact that the amendment is so circumscribed as to cover only service companies and like organizations and then only when acting for self insurers and in relation to the compensation act is not a capricious discrimination making the legislation invalid under the 14th amendment. The legislature may plausibly have thought that outside corporations were more likely than others to overreach employees and that this danger existed in its most acute form where the client was not an insurance company subject to supervision. The rule is firmly established that the legislature "may strike at the evil where it is most felt . . . or where it is most practicable to deal with it."

A legislature must be allowed considerable leeway when it embarks upon a program of reform. It often knows more about the subject than a court and has a diversity of talents and a plenitude of resources which enable it to draw with some skill the lines of exclusion and inclusion. "It is the lesson of the ages that leg over leg the dog gets to Dover. At any rate this court is not disposed to invalidate a reform measure because it follows the conservative practice of gradually reaching what is thought to be a desired result."

The Massachusetts State Federation of Labor intervened in the case. In its brief the federation stated that the social reason for the enactment of the amendment is that the scheme of combining the employment of a service company with the purchase of an aggregate stop loss policy worked to the detriment of injured employees. Service companies in order to continue in business must restrict payments to injured employees below a certain pre-determined amount the brief states. The further below this amount that payments are kept the more attractive the scheme becomes to "selfish, reactionary employers." The very nature of this scheme has induced service companies to browbeat, threaten and mislead employees concerning their compensation rights, according to A.F.L. The brief states that during the depression employers became interested in the scheme which gave them hope of saving money at the expense of injured employees.

Amer. Auto Employees' Outing

The Chicago branch office Employees Club of American Automobile will hold its annual outing Aug. 5 at Mohawk Country Club near Bensenville, Ill., with a golf tournament, horseshoe pitching matches and athletic contests followed by a buffet supper and awarding of prizes.

Case Basis Now Firmly Established for Tax Purposes

The case basis is now fixed beyond discussion as the basis for accounting for the unpaid losses deduction of stock fire and casualty companies in computing federal income tax, according to statisticians who have studied the new Treasury decision 5,387 amending section 29.204-2 of internal revenue regulations. The text of that decision was published last week.

Section 29.204-2 includes this sentence: "In computing 'losses incurred' the determination of unpaid losses at the close of each year must represent actual unpaid losses as nearly as it is possible to ascertain them."

That definition apparently was not sufficiently adequate to settle the matter and T.D. 5,387 clarifies the point by amplification. The blanks committee of the National Association of Insurance Commissioners has had a subcommittee to look into the possibility of getting the Treasury Department to recognize Schedule P as a deduction particularly in the workmen's compensation department on the theory that the present compensation profits of the insurers are elusive and that they should be permitted to accumulate some fat in these days in order to neutralize the red ink which most of the prophets predict will have to be brought out after the war is over. That subcommittee some time ago came to the conclusion that it was useless to pursue the matter further because the Treasury Department had firmly decided that they would not permit deductions except on the case basis.

Nevertheless, spearheaded by Commissioner Lockhart of Texas, the commissioners appointed another subcommittee consisting of an offshoot of the casualty and surety committee, to investigate further the possibility of getting approval of Schedule P as a deduction. Mr. Lockhart said that he had been inclined to take a generous position toward the insurers insofar as compensation rates are concerned so as to permit them to create a surplus during these times but that a currently redundant rate would not serve that purpose if the profit were being drained off by income tax.

Occasionally in the past an internal revenue agent has taken the position that all that is permitted in the way of a deduction is the actual out of pocket losses paid during the year but the insurance companies have always been able to go over the heads of such agents and get approval for use of the case basis.

There has been quite a difference of opinion among insurance companies themselves as to the proper basis for deduction. Quite a number have contended right along that the correct approach is the case basis but others have insisted that Schedule P which is the test that is imposed in the annual statement blanks for the individual states, should be given recognition.

Ahern Heads Underwriting

John T. Ahern has been appointed superintendent of underwriting for Royal and Eagle Indemnity in Chicago, succeeding Paul J. Simmons, who has gone with Pennsylvania Casualty. Mr. Ahern has been with the two companies as second man in the underwriting department for the past 1½ years. He formerly spent six years in underwriting with the Allied Agency, Chicago.

New Ky. Board All Republican

LOUISVILLE, KY., July 10—Two new members of the Kentucky Workmen's compensation board have been appointed by Gov. Willis. They are C. L. Hammons, Corbin, state representative, and C. S. Latimer, Glasgow,

Wheeland to Ind. for Automobile

HARTFORD—William G. Wheeland has been named state agent in Indiana for Automobile and Standard Fire of Hartford. Mr. Wheeland succeeds State Agent Harvey M. Failing who has resigned after 14 years in this post to enter the general agency business.

Mr. Wheeland whose appointment becomes effective Aug. 1 is a graduate of Armour Institute of Technology and has been with Automobile for the last 4½ years as an engineer and fieldman. Mr. Wheeland will maintain headquarters in the Merchants Bank building, Indianapolis.

Denies Rehabilitation Order for Prudence Life

Superior Judge McKinley at Chicago, at a hearing Monday on a petition of the attorney general for liquidation or rehabilitation of Prudence Life, indicated that he will dismiss the petition. However he has not entered a final order. When he does so, the attorney general states that an appeal will be taken. Rival factions have been claiming to be in control of Prudence, which is an assessment legal reserve life company organized in 1936. Alfred Holzman heads one faction and M. H. Wetmore, the other.

The attorney general declares that insurance department representatives have spent 1,000 hours trying to compose the differences.

In the action against the Wettaw group, Holzman charged that the latter called a meeting for Aug. 21, 1943 and declared vacant the office of chairman, the position that Holzman held and voted to reinsure in Union Life of Chicago. Insurance Director Jones, however, according to the bill, disapproved the reinsurance. Wettaw, according to the bill, threatened to have Holzman arrested unless Holzman returned the automobile, which Holzman stated had been furnished to him by the company for company work and notified the automobile insurer that the car had been stolen.

Navy Medical Head for Prepaid Medical Plan

WASHINGTON—Prepaid medical to be worked out in cooperation with medical organizations was advocated by Vice Admiral McIntire, surgeon general of the navy and personal physician to the President, at hearings this week on wartime health and manpower resources, before Senator Pepper's subcommittee on wartime health and education.

McIntire proposed establishment of diagnostic clinics throughout the country available for all citizens and to all citizens and physicians.

Other witnesses at three-day hearings here include Paul McNutt, federal security administrator and war manpower commission chairman; Gen. Lewis Hershey, selective service chief; medical and other officers and officials of the army, navy and other government departments.

Chief topic is the fact of millions of men found by selective service defective for military service, and what to do about it. It was agreed wartime lessons should help improve national health and medical standards in peace time.

attorney. E. P. Harris, attorney of Ashland, became chairman as a senior member. All three are Republicans. Hammons, a power in the legislature, resigned that post following his appointment to the board.

The National Association of Mutual Insurance Agents has gotten out a 16-page booklet setting forth what the national association and its affiliated state and regional groups do for the individual agent.

Combines Burglary and Inland Marine

Phoenix of London Group to Handle Both Lines in One Department

The Phoenix-London group has consolidated the inland marine department of the fire companies and the burglary and plate glass departments of the casualty carriers.

D. H. Davies, assistant secretary in charge of the inland marine department, has been appointed also assistant secretary of the casualty companies and will be in general charge of underwriting and the adjustment of losses under all forms of inland marine, burglary, plate glass and combination residence policies written by the group.

Mr. Davies succeeds the late J. W. Hamilton in charge of the burglary division.

Ralph Eaton, underwriter in the burglary department, has been named superintendent and will also assist Mr. Davies in connection with inland marine business.

The new arrangement is in line with the present trend toward overlapping of writing powers of inland marine and casualty companies, which is becoming increasingly evident, particularly in the field of personal property insurance, the company states. Already the new residence and outside theft policy has so much in common with both the personal property floater and the personal effects policy that in the case of the group, where the fire and casualty companies are operated in such close coordination, absolute uniformity in underwriting practice and especially a uniform policy in the adjustment of losses is essential.

The companies' management, the announcement comments, has long believed that losses payable directly to assured require handling by adjusters especially qualified by personality and experience to deal sympathetically with the claimant. This combined burglary and inland marine department will have full authority to cooperate with Phoenix-London agents in the selection of the best available adjusters, in and outside their own staff.

Some parts of the program have already been established, and now the plan in its entirety is being put into effect throughout the country.

New Amsterdam-Graybar Issue

WASHINGTON—New Amsterdam Casualty has filed brief in the Supreme Court in opposition to Graybar Electric Co., Inc., petition for certiorari. The former says both the New York court of appeals and Tennessee supreme court have held that a performance bond of New Amsterdam given in connection with government construction of an REA project at Knoxville, Tenn., was given pursuant to Tennessee law; that the Tennessee law requiring material men (Graybar) to give written notice within 90-days and to sue within six months are to be read into the bond with the same force and effect as if specifically set forth in the bond, and that where, as here, the material man has failed to give such notice or begin action within the time limits fixed by law, he cannot recover on the bond.

New Amsterdam contends there is no conflict or confusion, as claimed.

Williams Heads Ohio Club

COLUMBUS—The Casualty & Surety Club of Ohio at its annual meeting elected Tom S. Williams, Hoosier Casualty, president; Harold J. Yergin, Ohio Farmers Indemnity, vice-president; R. J. Mohrhaus, General Accident, secretary, and A. A. Stahl, Ohio Casualty, treasurer.

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CHANGES IN CASUALTY FIELD

Molnar N. J. Chief Casualty Rater

Paul J. Molnar, who has been assistant chief of the rating bureau of the New York department, has joined the New Jersey department as assistant chief rater in charge of casualty lines. He will aid in getting the New Jersey rating bureau under way to administer the rating law that was adopted in New Jersey in anticipation of an adverse Supreme Court decision in the S.E.U.A. case.

Mr. Molnar started with National Surety in the claim and salvage departments. He went with the New York department in 1925 as an examiner in the rating bureau. During 1942 and '43 he was loaned to the civil aeronautics board to make a study and survey of the rate making and underwriting practices in the aviation field. Much of his material is included in the CAB report which was released a few months ago.

Miles to Secured Casualty

R. W. Miles, Indianapolis manager of Trinity Universal, has been named secretary in charge of underwriting for the Secured Casualty. Mr. Miles was at one time with Northwestern National.

Thorpe Opens Own Agency

Richard L. Thorpe is opening a new agency at 1118 Fletcher Trust building, Indianapolis. Mr. Thorpe has been assistant manager of Indiana branch of American Surety in Indianapolis for eight years and has been connected with that company for 24 years. The new agency will write all lines of insurance, including life.

Roberts Assistant Claim Head

John C. Roberts has been appointed assistant manager of the casualty claim department of Travelers companies in charge of personnel in all claim departments both in home office and field. He joined Travelers as investigator in Minneapolis after graduation from University of Minnesota law school in 1928, was appointed supervisor of life and accident claims there in 1933, assigned to the home office in 1935 as examiner in the life, accident and group claim department. Last fall he became supervisor of personnel of the life, accident and group, casualty and fire claims departments and continues those duties.

Leslie Opens New Claims Office

LOS ANGELES—L. J. Leslie has been named head of a newly opened claims department of American Casualty, with offices at 422 Board of Trade building. Mr. Leslie formerly was a claims attorney in Cleveland and Florida.

Provost to National Automobile

LOS ANGELES—Arthur G. Provost has been named general auditor by National Automobile. He has been chief accountant in the Pacific Coast department of Commercial Union group in San Francisco.

Helms Back at Topeka Post

James S. Helms has returned to his position as manager of the Ohio Casualty service office at Topeka. While in Indianapolis the day before he was to report for duty in the navy he was notified that his induction was indefinitely postponed.

Wimmer Leaves Steam Boiler

Lyle G. Wimmer has resigned as assistant vice-president of Hartford Steam Boiler and will announce his future plans at a later date. He was connected with Hartford Steam Boiler on the West Coast before going to the head office.

He represented his company on the committee which brought out the new compromise rate manual.

Tibbets with Central Surety

James H. Tibbets, who had been manager of the burglary department of Globe Indemnity in New York, has joined Central Surety as superintendent of the burglary and glass department. He was at one time in the burglary department of Hartford Accident.

Walker to National Auto

ST. LOUIS—W. B. Walker has assumed charge of eastern Missouri and southern Illinois for National Automobile. For 16 years he was with the agency department of Utilities.

Guest Heads Buffalo Company

E. A. Guest, secretary of Exchange Mutual Indemnity, Buffalo, has been elected president and general manager, succeeding the late J. H. Brogan.

C. W. Lincoln with J. & H.

C. W. Lincoln, formerly manager of the bond department of Hoey, Ellison & Frost, New York, has joined Johnson & Higgins as an account executive in the liability department.

Bunce to Newark

DES MOINES—H. A. Bunce, special agent here for American Surety for 10 years, has been transferred to the Newark branch in the same capacity.

Jerald Dempsey, formerly in the Los Angeles branch of the U. S. F. & G., is now with Globe Indemnity's in the underwriting department in Los Angeles.

ACCIDENT

Honor President Skoglund in North American L. & C.

H. P. Skoglund, president of North American Life & Casualty, Minneapolis, was honored by the agency force in June, "president's month," by \$1,601,211 life volume. Total premium volume, including accident and health, was \$52,333. Herman Windall, Ashland, Wis., led with \$44,500 life volume and a \$2,660 premium total. He also sold 43 accident and health policies. Second was Ken Kennedy, Minneapolis, \$1,939 premium volume, 36 accident and health applications and \$54,000 life volume; third, E. J. LeClair, manager St. Paul district office, premium volume \$1,684, 20 accident and health applications and \$36,970 life insurance. Top man in life insurance volume excluding accident and health was Anton Schroedl, \$61,121. The Minneapolis agency stood first for the entire country. There were 93 agents participating.

Bataille Standard's A. & H. Commercial Underwriter

William L. Schlie has been named executive assistant in the personal accident and health department of Standard Accident with headquarters at Chicago and Wilfred M. Bataille has been named chief underwriter, commercial division, personal accident and health department, succeeding Mr. Schlie.

Tom R. Wyles, Jr., continues as chief underwriter of the group division.

Mr. Schlie started with Standard in 1936 in the A. & H. department at Chicago. In 1942, he was transferred to the home office where he was made chief underwriter of that department. In his new capacity he will keep in touch with agents in the territory of the Chicago office.

Mr. Bataille went to Standard in 1942

from Bankers Indemnity where he served as accident and health underwriter. Previous to that he was connected with Commercial Casualty. His insurance experience covers a period of more than 22 years.

Social Measures on Ballot

SEATTLE—Two social initiatives to provide new old-age, hospitalization, unemployment insurance and other benefits, have secured a sufficient number of signatures to place them on the Washington state general election ballot in November.

Fifty thousand signatures of registered voters are required to place an initiative on the ballot. Secretary of State Belle Reeves reported that 71,459 signatures were filed on Initiative 158, sponsored by the Townsend Clubs of Washington, and 103,316 signatures for Initiative 157.

Lumbermen's in Group Field

Lumbermen's Mutual Casualty has organized a group accident and health department with J. Ellsworth Hellgren as manager. Mr. Hellgren has been manager of the group accident and

health department of Washington National for six years. He was in that department 12 years and was with the company 17 years in various capacities including sales. He is developing sales procedures, policy forms, etc., at Lumbermen's.

COMPENSATION

New York Studies Wisconsin Compensation Set-up

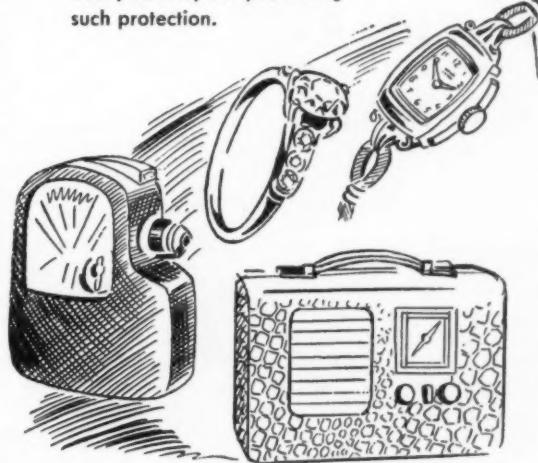
MADISON, WIS.—Eight New York state officials spent a week here studying the administration of the Wisconsin workmen's compensation act and the field inspection program of the Wisconsin state industrial commission which administers the act. Woyta Wrabetz, industrial commission chairman, and other state officials were hosts.

Visitors included Sen. Arthur H. Wicks, chairman New York economy commission; Edward Corsi, industrial commissioner; Abraham Goodman and M. J. Murphy, deputy commissioners; Mary Dolan, vice-chairman industrial

Inland Marine

INSURANCE

With many luxury items and personal property out of production or at least restricted for the duration, it's more important than ever that Jewelry, Furs, Cameras and other personal effects be covered by Inland Marine Insurance. Trinity Universal Agents have every facility for providing such protection.



AUTOMOBILE
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TRINITY UNIVERSAL
INSURANCE COMPANY
Edward T. Harrison, President

Dallas Los Angeles San Francisco Portland Seattle Denver Topeka Chicago
Indianapolis Cleveland Columbus Louisville Philadelphia Pittsburgh Newark Birmingham

board; William B. Groat, Jr., counsel joint legislative commission on industrial and labor conditions; Dwight W. Shugrue, Jr., chief assistant counsel, and William M. Amstein, assistant New York state budget director.

Course of Employment Claim Upheld in Utah

SALT LAKE CITY—The Utah supreme court has reversed the decision of the state industrial commission in denying a claim for personal injuries by Dorothy Tavey, an employee of the Deseret Book Company. She was overcome by a fainting spell, striking her head on a bookcase, sustaining temporary injuries. The commission ruled "that the injury was not the result of an accident arising out of or in the course of employment"; also, that no evidence was submitted to show that the claimant was engaged in any employment hazard causing her to fall. In rendering its decision the Utah high court said: "Under this statute an injury may be compensable if caused by accident occurring in the course of employment, regardless of whether it occurs at the office of the New Jersey workmen's

grows out of any special hazard connected with the employment".

Cal. O. D. Rate Hearing

SAN FRANCISCO—A public hearing on workmen's compensation insurance rates and rating plans for occupational diseases will be held by Commissioner Garrison on July 19 at the insurance department offices here.

Wichita Can Be Self-Insurer

WICHITA—The city of Wichita has the same rights as private employers in acting as a self insurer, provided it can show adequate financial responsibility, the Kansas supreme court has held. In the opinion of Chief Justice Dawson, the financial position of the city is much better than many private contractors to whom the privilege has been granted. Erskine Wyman, Kansas compensation commissioner, contended that the Kansas cash basis and budget laws would prevent the city from setting up an adequate contingency fund to meet claims, but the court held the laws would not bar such an operation.

After Sept. 1, the Jersey City, N. J., state auditor of Virginia, has asked the Virginia court of appeals to determine whether the court must require a surety bond annually of its clerk and each deputy clerk. It is his opinion that such a bond should be required. Bonds now on file with the comptroller, he said, do not show that annual bonds have been given.

Carrying out the recommendation of the state auditor, Justice Carlton Jewett of the Richmond police court has asked the city council to require that the clerk

compensation bureau will be located in larger quarters at 1 Exchange place.

Accidents in West Virginia industries during the year ended June 30 established a new four-year low, with 47,772 non-fatal and 459 fatal mishaps recorded, the compensation commission reports.

of his court be bonded for \$15,000. Request was also made that the cashier's bond be increased.

Two Big Bonds

LOS ANGELES—Peter Kiewit Sons Co., Los Angeles, Al Johnson Construction Co., and Hubert H. Everest, Minneapolis, have been awarded a \$6,634,167 army contract for additional landing field facilities in California. It is understood that the bond will originate in one of the mid-west offices of Fidelity & Deposit.

Wm. P. Neil Co., Los Angeles, has been awarded a \$1,229,424 contract by the navy for construction of an ammunition overhaul depot in California. Hartford Accident, through its Los Angeles office, will execute the bond.

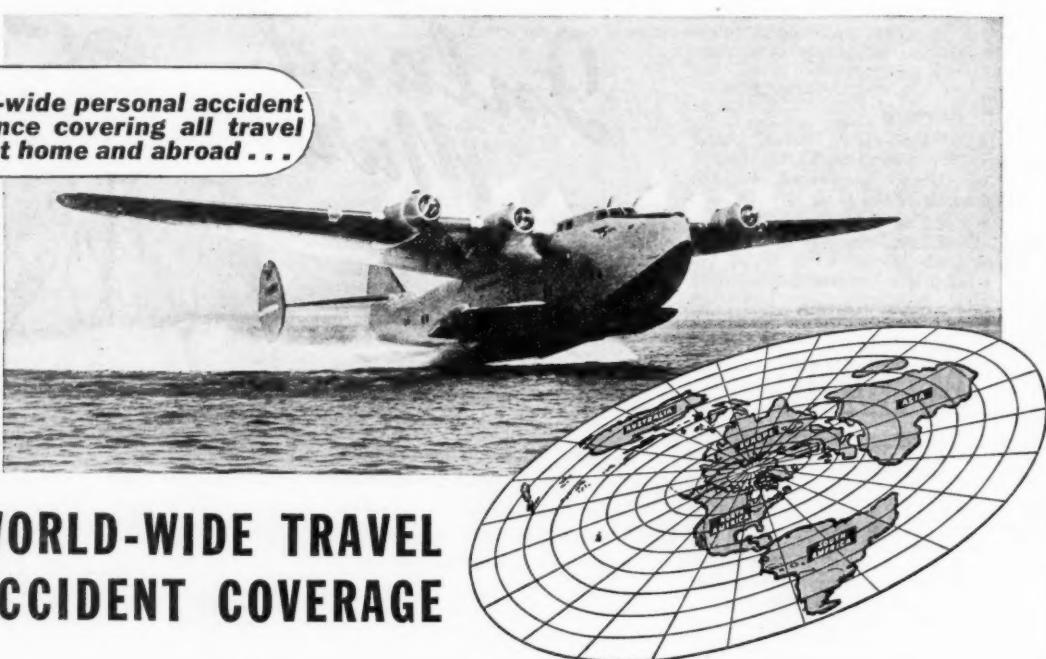
SURETY

Va. Court Asked to Decide If Surety Bond Required

RICHMOND—L. McCarthy Downs, state auditor of Virginia, has asked the Virginia court of appeals to determine whether the court must require a surety bond annually of its clerk and each deputy clerk. It is his opinion that such a bond should be required. Bonds now on file with the comptroller, he said, do not show that annual bonds have been given.

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World-wide personal accident insurance covering all travel risks at home and abroad . . .



WORLD-WIDE TRAVEL ACCIDENT COVERAGE

World-wide personal accident insurance . . . covering all travel risks at home and abroad . . . is now offered by CONTINENTAL CASUALTY, one of the nation's largest multiple line insurance institutions.

A new policy, just put on the market, is available to all persons including the military . . . except combat and training forces . . . covering travelers against death or disability from all accidental causes . . . including the hazards of air, land or water travel, *AND THE RISKS OF WAR . . .* anywhere in the world. Weekly indemnity covering disability and medical reimbursement features are also included.

We believe this coverage to be the broadest world-wide aviation and travel accident policy to be offered by any American insurance company.

Furthermore, it marks a pioneering step by Continental in a field that has produced well over \$1,000,000 in premiums for foreign markets in the past year but which you can now place on your books and retain in this country. The protection provided is a broad, flexible "personal trip" contract, available for your clients in amounts up to \$200,000 on any one life.

Special programs available for employee groups, covering all travel risks at home and abroad.

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AGENTS AND BROKERS

interested in immediate and post-war profit potentialities of aviation accident insurance coverage are invited to write or phone for complete information . . . including details of Continental's plan for helping you promote sales now.

Continental Casualty Company
910 South Michigan Avenue, Chicago 5, Illinois

Two Big Bonds

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PERSONALS

Gilbert E. Ashley, secretary of the burglary department of Aetna Casualty, observed his 40th anniversary with the company. He was a typist, then underwriter in the burglary department. He was elected assistant secretary of that department in 1918 and later was elected secretary. Mr. Ashley is a member of the rating committee of the burglary division of the National Bureau of Casualty & Surety Underwriters and of the burglary council of Underwriters Laboratories.

P. A. Weinman, manager of the automobile department of Lumbermen's Mutual Casualty, is ill at his home in Niles, Ill., with undulant fever. He has been ill for about six weeks.

Harry S. Saunders, adjuster for Ocean Accident in Kansas City, who fell out of a cherry tree and fractured his vertebrae, has been moved from the hospital to his home where he will be compelled to remain in a plaster cast for several months.

DEATHS

F. Gordon Osler, chairman of Canadian Surety, a subsidiary of American Surety, a member of the board of the University of Toronto and of the Corporation of Trinity College, and a director of the Royal Ontario Museum, Toronto General Hospital and other public organizations, died at his home in Toronto, at the age of 69.

Within the past year he had lost two sons in action. His other two sons are at present in the service.

Walter C. Schryver, senior in Schryver & Guyler, Newark managers of United States Fidelity & Guaranty, died at his home in Montclair, N. J., after an illness of five weeks.

Mr. Schryver was born in Baltimore and went with U. S. F. & G. in 1898 at the home office. He was the second oldest employee in point of service with the company. In 1902 he was transferred to the New York office and eventually became assistant treasurer. In 1912 he went to Newark and became associated with John B. Guyler, who had already represented U. S. F. & G. there.

He was the founder of the Casualty Underwriters Association of New Jersey and has been an officer of the Surety Underwriters Association of New Jersey. He had been an officer of the Church of the Disciples of Christ in East Orange for 42 years.

Motor Vehicle Casualty Enlarges

Motor Vehicle Casualty is increasing its home office space at 309 West Jackson blvd., Chicago, more than 50% for additional private offices and departments. The company showed a 15% increase in premiums in the first six months as compared with a year ago. The increase is coming from areas where there are a large number of war workers, from farmers and elsewhere. The company has entered two more states this year.

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Insurers Aid in Circus Tragedy

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additional doctors were needed at any of the hospitals. Again the directions were to stand by. Doctors, nurses, nurses' aides and stretcher bearers were on duty until almost five-thirty, when word came from the Red Cross that the hospitals had been able to furnish room for the injured.

Phoenix Mutual Contribution

Immediately on receipt of news of the fire, the entire medical staff of Phoenix Mutual, headed by Dr. Robert L. Rowley, medical director, volunteered its services. Six girls of nurses' aide experience, two girls trained for special hospital duty and five Phoenix Mutual men who have been serving the Hartford Hospital in recent months as medical aides, all reported at the hospital and went to work. The men were Harley Dewey, assistant actuary; B. L. Holland, vice-president; Maurice R. Perry, educational director; Richard M. Smith and Fred Libera of the policy loan department.

A note of human interest is reported by the Phoenix Mutual in regard to a claim payment incident to the disaster. One of the company's policyholders, a 42-year-old woman, was burned to death. The policy amounted to \$1,000, with double indemnity. Both the primary and the secondary beneficiaries of the contract died in the fire.

Travelers also reported a case in which both the policyholder and the beneficiary were killed. The case consisted of three life policies totaling \$11,000. The policyholder, a resident of Plainville, Conn., and his wife, the beneficiary, both perished in the fire.

Travelers personnel present at the performance included Tracy W. Smith, superintendent of agencies; Millard Bartels of the legal department; H. O. Wulffing of the engineering and inspection division; J. S. Elston, assistant actuary of the life department, and D. J. Harrington of the casualty underwriting division.

Mr. Wulffing was present with Mrs. Wulffing and their two daughters. The children escaped without harm, but both Mr. and Mrs. Wulffing received superficial burns when the flaming tent poles fell.

Experience of Tracy Smith

Tracy W. Smith, his wife, son and daughter were near the animal cages where most of the deaths occurred. Mr. Smith carried his daughter, who had become hysterical, from the burning tent. When the son became separated from them, Mrs. Smith returned. She found the boy, but was unable to climb back over the animal cage because a large woman blocked her way. She and the son succeeded in boosting the large woman over the bars, then followed her to safety.

D. J. Harrington, his wife and son all escaped without injury.

The 11-year-old son of Frank Dully of the legal department, was at the show. The boy ran virtually all the way home, a distance of four miles, arriving to tell his parents: "Now I know what Cocoanut Grove was like."

The disaster brought personal tragedy to Jarvis W. Mason, well known in the insurance field because he was, in turn, advertising manager of London Assurance and advertising manager of National Fire. Mr. Mason, who is now associated with an advertising agency in Hartford, lost his three-year-old son, Jarvis, Junior, who was burned to death inside the tent. Both Mrs. Mason and the Masons' five-year-old daughter were taken to St. Francis Hospital, where their conditions were reported as serious. Mr. Mason was not present at the circus and learned of the disaster several hours afterward.

Another of the many families to which the fire brought sadness is that of Elwyn D. Wakeman, leading agent for the Connecticut General Life. He and

city's three hospitals, in addition to many who had left on their own initiative as members of hospital units after the first radio appeals for help were received.

"In addition we notified the Red Cross that we had 50 emergency beds ready in our infirmary, with three nurses and two doctors standing by. We were told that these facilities did not appear to be needed immediately so we notified the Red Cross that we would be on call all night.

"On Friday, several of our first aiders spent the day at the state armory, giving what assistance was needed to be-

reaved relatives who identified their kin among the dead there."

Aetna Fire Nurses' Aides

The Aetna's safety education department had photographers on the scene within thirty minutes after the fire broke out and assisted the Hartford fire department in making a motion picture record of the scene. In addition, Aetna Life furnished "still" photographs of the scene to the Connecticut state police to assist them in their investigation.

When word of the fire reached Aetna Fire, all nurses' aides were called. They left immediately for the hospitals, many



CENTRAL SURETY AND INSURANCE CORPORATION

HOME OFFICE KANSAS CITY, MISSOURI

R. E. McGINNIS, President

SAN FRANCISCO

CHICAGO

NEW YORK

of them remaining on duty until late into the night and going back the next day where they were needed.

Nurses' aides of all companies were automatically released from business responsibilities in order that they might give any help possible.

A few minutes after the fire broke out, the Hartford chapter of the American Red Cross put in a call for Robert K. Metcalf, manager of the claim and accident departments of Connecticut General Life, who is chairman of the disaster relief committee in the city. Mr. Metcalf, by a fortunate coincidence, was talking with Dr. Albert J. Robinson, vice-president and medical director of the company.

Within 15 minutes Mr. Metcalf was at Red Cross headquarters, taking with him five young women from the company trained in disaster relief work. The program, planned in detail on paper over a period of time, immediately began to function.

Dr. Robinson in the meantime found where help was most needed and two physicians of the medical department, Dr. Norman J. Barker and Dr. John Carter Rowley, left for Hartford hospital. Later they went to Municipal hospital, the institution nearest the circus grounds, where doctors were badly needed. Nurses' aides and medical aides

were sent to the hospitals in company cars and the medical department prepared for an evacuation and dressing station.

During the afternoon Frazar B. Wilde, president of the company, met with other officials and representatives of the personnel department to check on employees who might have been at the circus or who might have had members of their families there, so that everything possible could be done to aid them.

Handle Many Inquiries

Mr. Metcalf's staff worked at Red Cross headquarters until three in the morning and were on the job again after a few hours sleep. Hundreds of telegrams and out-of-town calls, as well as local calls, were handled. People wanted to know about relatives and friends living or visiting in the city.

First duty of the disaster relief committee was to survey the scene of the fire and call for needed equipment. Work of the group was coordinated with that of the police force and other agencies to see to the removal of the injured to the hospital and of the bodies to the state armory, and to assist with their identification.

Now that the first emergencies have been attended to, members of Mr. Met-

calf's committee are directing relief and rehabilitation work. In homes where the mother is dead or injured, arrangements are being made for temporary care of the family. Financial aid is given where it is needed. Trained social workers in the city are cooperating with the committee. The work of this disaster group will continue until the last victim of the tragedy has been given whatever help is required.

Vice chairman of the committee is another insurance man, John A. North, vice-president of Phoenix of Hartford. He, too, has been on duty with the Red Cross daily since the fire.

Another official of Phoenix of Hartford, who went on immediate duty is Philip W. Scheide, secretary, who served as medical aide at one of the hospitals. By three-thirty that afternoon all Red Cross trained employees of the company had been dispatched to the hospitals.

John Ashmead Investigates

John Ashmead, chairman of the Hartford Chamber of Commerce fire prevention committee, personally conducted an investigation of the circus grounds the evening of the fire.

National Fire contributed its share of workers, and sent trained first aid people and nurses' aides to help with the injured. A former nurse employed at the

company went on full time duty at one of the hospitals.

As soon as Hartford Fire and Hartford Accident learned of the fire, their first aid crew, under the direction of Charles Van Vliet, hurried to the circus grounds in the company ambulance to give what assistance they could. This group later broke up and the various members helped wherever they could.

Rose Franko, a member of the Hartford rolling kitchen, worked with that organization at the armory until one in the morning. More than a thousand persons were served while the task of identifying the dead went on. The president of the company's girls club, Ella Clark, was on duty at the armory all night, as was James Watts. Two members of the first aid crew, who are motor corps members, were on active duty with that service as long as they were needed.

Connecticut Mutual Busy

Another company which sent its first aid crew, together with two physicians, to the scene was Connecticut Mutual Life. Arriving too late to be of service on the grounds, the group then went to the state armory. One member, a medical aide, worked for the next several hours at the municipal hospital. Nurses' aides and staff assistants filled in where needed.

Monday, the first day of the week following the tragic fire, found volunteer workers still on duty at hospitals and Red Cross headquarters. Secretaries, too, were released from business duties to give help. Mary Curtis, secretary to John H. Eglof, supervisor of Travelers agency field service, casualty lines, went to Hartford hospital to work with a physician coming to the city to help local doctors with skin grafting. Trained people helped with putting the Red Cross file on the catastrophe in order. Telephone calls were still coming in while six unidentified bodies lay in the municipal hospital morgue waiting to be claimed.

Houghton Discusses Auto

LOS ANGELES—The Casualty Insurance Association of Southern California held a round table discussion of problems in the territory and was addressed by G. W. Houghton, assistant Pacific Coast manager Hartford Accident and chairman of the association's automobile committee, on the auto situation. The committee, which for three years has been making a survey of the casualty situation in the state, made a preliminary report and was instructed to complete its work.

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**Arthur Von Thaden, Pres.
Lester A. Menegay, V. P.**

Prepare to Provide Bail Bond Service

(CONTINUED FROM PAGE 15)

underwriting. That will mean a certain amount of paper work for the insurer, and it will have to allow a commission to the agent, but it is not believed that the forfeitures will be heavy.

The \$100 premium takes care of all but the exceptional bail bond required in a traffic case. It would buy a bond even for the usual manslaughter case.

Motor Club Experience

In order to get an idea of how this provision might work out the Chicago Motor Club which has had a bail bond provision in its membership contract for some time was queried.

During the past year the Chicago Motor Club posted about \$780,000 face amount of bonds. It paid out about \$14,000 under those bonds where there had been forfeitures. Although the motor club writes to the assured and seeks to get recovery from him when he has failed to appear in court and has forfeited his bond it is never successful in getting the money back. The card that the motorist carries provides bail bond up to a face amount of \$500. The member leaves his card with the justice of the peace or other court and in the event of forfeiture the court sends the card to the motor club which remits the amount of the fine and costs up to \$500.

Have Power of Attorney

When it comes to bonds of more than \$500, 25 officers of the motor club have power of attorney with Continental Casualty to execute bonds up to \$25,000. Officers of the club are called frequently at their homes at night by requests to provide such service.

Auto Rate Relief Not Likely

(CONTINUED FROM PAGE 15)

under physical damage coverage improved somewhat with the second quarter and better weather. Fire companies consider that they will take a loss on the automobile line, but for the business as a whole this loss—it is believed, will not be too great. In some states collision experience has been satisfactory.

Full Cover Better

The full cover companies are faring better than the fire carriers. For them the automobile line still is profitable and for many of them it is quite satisfactory in spite of unprofitable collision experience and a gradual increase in the bodily injury and property damage loss ratio in the last two years. One company that writes nationwide reports that in the last quarter of 1943 and in the first quarter of 1944 the volume of premiums fell off and the losses increased. The

AVAILABLE

Claim Man, 20 years multiple lines. Experienced in fleet claim and safety direction. Presently employed but desire change. Prefer middle west. Address Box W-48, c/o The National Underwriter Co., 175 W. Jackson Blvd., Chicago 4, Illinois.

WANTED SPECIAL AGENT and SAFETY INSPECTOR

Mutual Casualty Company needs a special agent and a safety inspector in their southeastern department, working out of their Atlanta, Ga. office. Give qualifications and starting salary desired. Address Box W-47, The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Ill.

second 1944 quarter has been better both in volume and in experience.

One factor influencing collision losses is that people who used to finance their car purchases now are buying collision coverage. In addition, in view of the favorable rate and in face of the high cost of repairs and parts many drivers are buying collision insurance who did not do so before. The shift away from the white collar worker, many of whom have sold their cars, has been a selection factor against the companies, some underwriters believe. The white collar man has been the "Sunday driver" who pro-

vided a profitable risk for the companies.

In the past five years the average cost of settling bodily injury claims has doubled from \$200 to \$400, most of the increase coming in the past two years, one company writing nationwide discovered after making an analysis of its figures. The doctor, lawyer and witness all cost more. There are more people in cars, and judgments are higher. The automobile has shifted to industrial workers who have C gas ration cards and drive in congested districts so that exposure is high.

Even under comprehensive physical

damage coverage the companies have felt some pinch due to increased costs. As the car gets older the glass is more apt to break and other weaknesses develop which more quickly result in claims. Assured are being educated to the wide variety of claims that can be made under comprehensive.

While the collision insurance is no longer profitable for practically anyone, the real worry of insurance people on this and bodily injury and property damage lines is that when the lid is taken off of gasoline and tire rationing the insurance business will need to move



"You can prevent such catastrophes"

FOR many years Albert Flandreau Dean, an executive officer of a leading fire insurance company, and a versatile inventor of interest tables and adding machines, told insurance leaders:

"You have the power to prevent many conflagrations . . . by offering liberal rate reductions where buildings are constructed of fire-proof materials, equipped with proper safeguards and protected by their communities with adequate fire-fighting facilities."

The disastrous Baltimore and San Francisco fires in 1906

convinced them he was right, and his "Analytic System for the Measurement of Fire Hazards," then in use in Illinois, was adopted in many cities.

Today Dean's methods are in use in more than half the nation and similar plans employed elsewhere. His work opened the way for the insurance industry to prevent fires, as well as protect against financial loss.

Thanks to "Schedule Rating," the modern fire insurance industry helps save thousands of American lives and millions of dollars of insured property.

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GENERAL REINSURANCE CORPORATION

90 John Street, New York 7 • 200 Bush Street, San Francisco 4

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Fire and Allied Lines

NORTH STAR REINSURANCE CORPORATION

This advertisement appears in the

NEW YORK TIMES • BALTIMORE SUN • CHICAGO NEWS • CHICAGO SUN
LOS ANGELES TIMES • PHILADELPHIA INQUIRER • SAN FRANCISCO CHRONICLE

quickly. A rate increase on collision now will not do more than take up the present slack, if that, and do little to meet the expected rise when restrictions are lifted. Then deterioration in equipment is expected to show up with increased driving and higher speeds.

Stabilizing Effect of Ceilings

Some adjusters believe that the ceiling prices established on second hand cars by the Office of Price Administration July 1 will stabilize values at the present level. They intend to use ceilings in settlement of claims. Dealers will be governed by them, and it is the dealer price that has set the pace for adjusters in the past, not offers which individuals have received from individuals.

The feeling that deterioration of equipment in the next six to 12 months will raise the frequency of losses is not shared by all adjusters. They point out that owners are taking very good care of their equipment. This has been one of the amazing results of rationing and the emergency. Many persons are being very much impressed by the lasting qualities of the average automobile if it is shown only reasonable care.

The commercial vehicle operators are getting some new equipment, and their situation seems to have improved. Even where new equipment was not available, truckers apparently have been able to

dig up parts and get repairs made in one way or another. There has been no substantial increase in the number of losses in this field, according to adjusters, and they regard the future rather favorably.

Settlement of all claims is expensive and slow nowadays, but this represents little change except a gradual increase in amounts, since last year or the year before. The number of losses has leveled off, according to adjusters. They do note a slight increase in the number of accidents caused by night workers going to sleep at the wheel.

Professor with Research Council

Prof. I. J. Sollenberger, chairman of the department of finance, University of Oklahoma, will be associated with the Research Council for Economic Security during the summer. Professor Sollenberger is undertaking a detailed analysis of compulsory social insurance costs. He has charge of the insurance courses at the University of Oklahoma and lectured on social insurance.

A 20% decline in fatal accidents in St. Louis during the first six months of 1944 is reported by the Safety Council of Greater St. Louis. There were 148 such deaths in 1944 and 186 in 1943.

Welsh Pierce Goes to Combined Mutual

W. Welsh Pierce, Chicago general agent of Massachusetts Indemnity, has resigned and been appointed sole general agent of Combined Mutual Casualty of Chicago for the non-cancellable accident and health department wherever the company may operate.

Mr. Pierce is a regional director of the National Association of Accident & Health Underwriters, past president and also previously secretary-treasurer and vice-president Chicago Accident & Health Association.

He has represented Massachusetts Indemnity in Chicago for 10 years, starting from scratch in 1934 and developing a leading agency. He retains his present quarters in Room 1552, 10 South La Salle street but the telephone number has been changed to Dearborn 7112. He will continue to serve brokers and life agents as in the past.



W. Welsh Pierce

McDonough to Chicago for Massachusetts Indemnity

John T. McDonough, for the past three years southern New England manager of Massachusetts Indemnity with headquarters at Providence, R. I., will take charge of the Chicago business Aug. 1, succeeding W. Welsh Pierce, who resigned as general agent. Before being assigned to Providence, Mr. McDonough was a general agent in Pittsburgh and Washington, D. C. He has been with the company for the past 10 years.

Office quarters are being taken on the ninth floor, One North La Salle street, in space relinquished by Connecticut Mutual Life.

Southern New England will no longer be operated for the company by a territorial manager. Each of the following men has been named a general agent: Roland A. DeRosier, Providence; William P. Farrell, Hartford; Lewis J. Stewart, Springfield, Mass.; Raymond H. Chase, New Haven, and Harold Fielding, Worcester.

American Casualty Names Two Special Agents

Two special agents have been appointed by American Casualty operating out of the branch office in A-1848 Insurance Exchange, Chicago, associated with Manager A. A. Konitzer. Andrew Gravenstine becomes special agent in Wisconsin in which the company has just started to operate. His father is Wisconsin state agent of the Hanover. Mr. Gravenstine has been in the business 14 years and has been operating his own local agency in Wisconsin for some time. He also has had previous company experience.

J. Dean Wells was appointed Illinois special agent. He formerly was connected with Great American Indemnity, Zurich and Yorkshire Indemnity, traveling in Illinois and Indiana.

Our Motto . . .

“SECURITY with SERVICE”



For 27 years we have endeavored to provide the very highest type of service to our agents and policyholders. And even today, under difficult wartime conditions, we pride ourselves on the efficient service offered by our safety engineers, auditors and special agents.

Investigate today . . .

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WORKMEN'S COMPENSATION, GENERAL LIABILITY, PROPERTY DAMAGE
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A multiple-line stock casualty company which offers financial strength—prompt claim service—up-to-the-minute sales and advertising aids—standard policies. It will pay you to investigate The Buckeye Union, an aggressive company for aggressive agents. Writing Automobile, Plate Glass, Burglary and Public Liability.

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Analysis Is Given of New Boiler Manual

(CONTINUED FROM PAGE 15)

tinuous except for the presence of one or more roadways, streams or rights-of-way.

Only one limit per accident may be selected at one location, the minimum limit being \$5,000. In lieu of the initial object charge there is a location charge which increases with the limit per accident applicable at the location. Since a portion of the premium necessary to reflect excess limits is thus collected through a location charge, the excess limit factors have been reduced by about 50%, and such a factor will be applied only for limits in excess of \$25,000. For objects written on an object limit basis, the excess limit factor is directly applicable to the object rate. On a multiple-location policy only two full location charges are collected within a single town or city, the additional location charges within the town or city being discounted 40%.

Portable Object Definition

The definition of a portable object has been changed, and the old rule requiring a single portable object charge for such objects on one conveyance has been reintroduced. The portable object charge varies with the limit per accident.

Marine equipment is defined as any object installed on a floating structure, and the portable object rule is specified as applicable.

The definition of reserve object has been liberalized. A discount of 40% of the object rates is allowed for any reserve object except for cast iron boilers or low pressure steel boilers.

The definition of seasonal objects has been liberalized. The discount of 1½% of the object rates for each month of non-operation is subject to a maximum of 40% and no reductions are allowed for cast iron boilers or low pressure steel boilers.

A rule has been introduced providing that for a low pressure steam boiler, hot water heating boiler, reserve object or seasonal object, if the effective period of coverage is other than one, two, or three full years, the object rate shall be the same as required for a period equal to the next higher number of full years.

Premium Gradation

The premium gradation discount has been changed from 30% to 25% and is applicable to premium in excess of \$3,000 (in excess of \$1,000, for policies issued for a term of one year or less) for the effective period of coverage. The application of the discount will be the final step in premium determination instead of preceding the addition of the charge for installment payments.

The installment payments rule has been clarified as respects application in the event of policy changes and in connection with premium gradation.

A rule has been included defining a public risk policy and specifying that each quotation on such a policy must show data underlying the bid thereby permitting complete verification.

The policy changes rule has been clarified to separate the pro rata computation of additional premium from the short rate computation of return premium for simultaneous transactions. The old rule regarding objects sold, disposed of, or otherwise permanently discontinued from use has been eliminated. A rule has been introduced providing that the additional charge for any coverage reinstated within three months after its elimination from the policy shall be equal to the premium allowance made for the elimination. Changes from specific to blanket insurance are to be pro rata.

All reference to (a) rates has been eliminated from rate table, and objects rated in the manual prior to May 1, 1943, but (a) rated in the May 1, 1943, manual have been reincorporated at specific rates.

All other objects not specifically rated in the manual together with power interruption coverage and other indirect damage coverages not specifically rated in the manual will be referred to the home office.

The coverage, rules and rates relating to off-premises explosion policy have been revised.

Eliminate \$3 Discount

The \$3 discount for boilers used for heating a building has been eliminated. A special rule has been included for two or more boilers set over a single furnace. Track locomotive boilers are separately rated.

The pressure ranges defining the classes of water tube boilers have been changed, and the rate differential for the 30 square foot size eliminated. Specific references to waste heat boilers and boilers rated only in horsepower have been included.

The size of horizontal boilers is to be determined from an approved size list. Reference to brass or bronze boilers has been included.

Storage Water Heaters

Storage water heaters and coil water heaters have been separately defined, the first as having, and the second as not having a tank as an integral part of the

unit. Separate rates have been set up for the two classifications and no tank is now considered a part of a coil water heater. Certain additional types of objects have been specified.

The present higher rated type of unfired vessel has been enlarged to include gas and liquid storage tanks (other than air, water and replaceable service tanks) and rotating vessels. A new type has been added to be rated higher than any schedule in the 1943 manual, which will include vessels in which certain named chemical or physical processes are actively carried on; 18 such processes are named. The basis of rating replaceable service tanks has been revised. Interconnecting piping is included if several

vessels are combined for rating as a single object.

Rates have been included for the absorption and combination types of refrigerating vessels and piping as well as the compression type.

Blow-off piping and exhaust piping have been excluded from the boiler piping classification and are rated separately as auxiliary piping. The rates for blow-off piping vary according to the type of connected object. For exhaust piping transmitting steam to the atmosphere a single charge per location is made.

The description of boiler piping has been extensively revised and clarified.

The definition of a residence has been broadened and clarified. Bodily injury liability coverage is not to be included in, or supplementary expense coverage excluded from a residence policy. Furnace explosion coverage may be excluded at a reduction in premium. The \$10,000 limit on a special residence policy—explosion only has been changed from a non-recurrent limit to a limit per accident.

Reciprocating compressors and pumps—steam type. Units containing more than a single compressor or pump are to be rated by each component object.

The rates for internal combustion en-

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WORLD-WIDE TRAVEL (Personal Accident) INCLUDING WAR RISKS**

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gines vary according to type of cooling system and type of fuel used.

For reciprocating compressors and pumps—internal combustion type. The rates vary according to type of cooling systems and type of fuel used. Units containing more than a single compressor or pump are to be rated by each component object.

Rates for centrifugal pumps—deep-well type classification are reintroduced into the manual, but no such pump forming a part of a deep-well unit may be separately insured.

Fans and blowers are now separately classified, and the basis of rating is changed from the outside diameter of the object to the diameter of the rotating part.

Certain objects previously classified as wheels are now classified as miscellaneous machines—Type 2. All of the remaining objects in this classification were included in manuals prior to May 1, 1943, manual, but were omitted from the 1943 manual. For objects rated on an object limit basis, rates are available either on a coinsurance basis or without coinsurance.

A rate schedule has been included for band saw wheels, barker wheels, chipper

discs and rolling mill wheels.

Bearings on a Shaft

The bearings on a shaft have been included in the definition of shafting.

It is provided that no machine forming part of the turbine unit may be separately insured at an object rate less than that required for the entire unit, and any motor driving a machine which forms a part of the turbine unit must be insured if the unit is insured. The definition of a turbine unit excludes any driven electrical machine other than a generator. A page has been included setting forth descriptions of the turbine coverages available.

Rules have been included for motor-generator sets and so-called balancer sets providing that neither object in such a set may be separately insured at an object rate less than the sum of the rates required for each. It is specified on the rate page that no use and occupancy rate is required for any exciter used for the excitation of other insured machines.

Electrical Motors

The motor control equipment coverage has been modified to exclude any part of

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... Our pictures won't be in the papers, and we won't swing the bottle of champagne against the bow. In fact, we won't even be present when the ship goes down the ways. Still, we're sponsoring this launching—as we have sponsored so many others since the war began—through the accident prevention work of our safety engineers in the yards of our shipbuilding assureds. This work has made many launchings possible. This work is one of Pacific Employers' Home Front activities that is helping to further our Nation's War Front activities. It is our way (together with War Bond buying) of "backing the attack" to the utmost of our ability!

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LOUISVILLE, KY. INDIANAPOLIS, IND. COLUMBUS, OHIO PIKEVILLE, KY.

Fight in Mich. Over Special Deal for Blue Cross

On the ground that policyholders in the Blue Cross Plan are given a special deal at Wyandotte General Hospital,

any switchboard or bus structure not used solely for the control of the insured motor.

In connection with transformers the present ambiguity as respects the dual capacity basis has been clarified.

For deep-well pump units the rules and definitions have been clarified, and it is provided that no part of such a unit may be separately insured at an object rate less than that required for the entire unit.

For use and occupancy rates are set forth per \$100 of daily indemnity instead of per \$1,000. The reductions for the first three midnights are less than the rates for the first three days, but for midnights beyond the third the reductions are the same as the rates for the days beyond the third as in the past. Separate rating groups have been established for wheels mounted on compressors or pumps and for wheels not so mounted. Series rating has been introduced for certain types of objects. The rules for determining group numbers have been clarified, and if the objects to be insured for use and occupancy are described under any blanket insurance classification, it is necessary to use the group numbers for each kind and size of object to which such classification might at any time be applicable. A new rule has been introduced relating to objects forming part of a public utility system. The co-insurance rates for the actual loss sustained form have been increased.

An outage section has been included.

Consequential damage. Coverage has been made available on a coinsurance basis as well as on a no coinsurance basis. The differentiation in classification according to whether the specified property is or is not insured solely while in storage has been retained from the 1943 manual. A rule has been introduced relating to objects forming a part of a public utility system. That part of the suspension rule which previously read "during certain specified periods, irrespective of date on which the accident occurs" has been changed to read "against loss resulting from an accident occurring during certain specified periods."

Wyandotte, Mich., at the expense of the cash customers, Frank P. Darin has resigned as chairman of the board of that hospital. The resignation has caused a stir in Wyandotte and the Wyandotte "News-Herald" carried a stammer headline, "Taxpayers Duped by Hospital."

Mr. Darin complained that Michigan Hospital Service, the Blue Cross Plan, provides members with ward rates of \$5 per day or \$6.50 for semi-private room and those policyholders are not required to pay the difference between that insurance and the hospital rates which are from \$8 to \$10 per day. The Blue Cross members are charged only for oxygen, certain compounded prescriptions and other services. He makes quite an issue of the fact that Charles Findlay, superintendent of Wyandotte Hospital, is a director of Michigan Hospital Service.

Those with insurance other than that in Michigan Hospital Service or cash customers are required to pay the full hospital rate.

The deficit to the hospital on account of these special deal for Blue Cross members, Mr. Darin charges, is from \$500 to \$1,000 a month.

Mr. Darin resigned as chairman after making a motion that the Wyandotte Hospital sever relations with Michigan Hospital Service. The motion lost by a vote of 3 to 2.

The Wyandotte "News-Herald" editorializes thus:

"If it is true there has been a special deal for policyholders of one insurance company of which hospital administrator Charles Findlay is a director, how much has this manipulation cost the taxpayers of Wyandotte? Has it really been going on for five years? Does that mean it has cost us a neat \$50,000 or \$60,000?"

"If this is true we want to know all about it and want to know why the practice was tolerated."

"The Michigan Hospital Service advertises itself as a 'non-profit' hospitalization plan. We'd hate to think that they get by with this at the expense of Wyandotte taxpayers."

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INSURANCE NEWS BY SECTIONS

MIDDLE WESTERN STATES

Fraizer of Neb. Approves Form

LINCOLN, NEB.—Insurance Director Fraizer has approved the new broadened dwelling and contents form of policy, recommended for nation-wide use by the Insurance Executives Association and various regional organizations. He stated it is the department's policy to permit sale of all policies which benefit buyers, and this is possible under broad powers given by the code which permits companies to issue all types of coverages unless they are specifically prohibited by law. No change in rates will result from sale of the new policy.

Old Objection Is Removed

In addition to permitting unlimited vacancy of dwelling used for rental purposes, the new policy covers up to 10%, with no limit in dollars, the personal property of the insured and his family residing with him anywhere in the United States and Canada. This removes the objection to old forms which had not provided for coverage away from the owner's premises on household furniture risks in apartments and mercantile buildings.

Minn. License Program May Meet Opposition

ST. PAUL, MINN.—An undercover movement is reported to sabotage Commissioner Johnson's program for examining insurance agents in the next legislature. The movement is believed to have originated among some of the small farm mutuals, many of whose agents are required to take the qualification examinations.

That there is some basis for these reports is indicated by a statement attributed to a Minneapolis member of the state senate that he will introduce a bill in the next legislature that if passed would take the teeth out of Commissioner Johnson's qualification setup.

So far no agents have applied to take the examinations which are required of all agents not later than June 1, 1945. Newly appointed agents have been operating under a 60-day provisional license which expires July 31 and these agents will then have to take the examination if they wish to stay in business. Older agents apparently are putting off the test as long as possible which will mean a pile-up later on which will present a serious problem to the insurance department.

New Farm Schedule in Effect in Missouri

The Missouri Inspection Bureau has published a new farm schedule for Missouri, effective July 1. This went in the same time as the new rule book.

The changes effected in the new farm schedule are substantially those that have been introduced in other midwest states. The extended coverage endorsement applicable to farm property may be attached to the fire policy since the endorsement now includes windstorm and hail conditions. There is the new vacancy and unoccupancy rule, the new standard term rule, changes to conform with the 1943 New York fire policy, etc.

German Farmers Reinsured

German Farmers Mutual Fire, Warrensville, O., has been reinsured by

Lumbermens Mutual of Mansfield by Insurance Superintendent Crabbe acting under authority of an order of the common pleas court of Franklin county as liquidator of German Farmers Mutual. Lumbermens Mutual assumed full liability on all outstanding policies. After payment of the necessary reinsurance premium, the superintendent will proceed to liquidate the remainder of the assets for the benefit of policyholders. The policyholders will thus receive full protection under the terms of their old policies for the unexpired portion of the term of such contracts and, in addition, a cash dividend is expected to be paid at the conclusion of the liquidation, according to Superintendent Crabbe.

Plan Minn. Agents' Parley

ST. PAUL, MINN.—The program committee of the Minnesota Association of Insurance Agents will meet here July 18 to shape up the program for the annual meeting to be held here Aug. 24-25 at the St. Paul hotel. Jess Bradley of Duluth, program chairman, is contacting possible speakers at the two day meeting and hopes to have definite arrangements made by the time the committee meets.

Study Minneapolis Changes

MINNEAPOLIS — W. H. Bennett, general counsel National Association of Insurance Agents, has checked over proposed changes in the by-laws and rules of the Minneapolis Underwriters Association and in the main found them satisfactory. The executive committee is meeting this week to go over Mr. Bennett's findings and it is likely that a date will soon be set for a special meeting of the association to vote on the changes.

Tiffany to Wichita Agency

Frank J. Tiffany, Kansas and western Missouri special agent for Northwestern Mutual Fire of Seattle with headquarters at Kansas City, has resigned to take over the Overholt-DeVore Agency, Wichita, as manager, succeeding Elmer C. Overholt, who died suddenly of a heart attack last month.

Western Adjustment Transfers

Western Adjustment has transferred Resident Adjuster G. C. Schoettle, Anderson, Ind., to Indianapolis, under Manager R. V. Cherry. Mr. Schoettle will be succeeded at Anderson by Resident Adjuster N. A. Boyd of Vincennes, Ind. Adjuster E. E. Olsen, Gary, replaces Mr. Boyd.

Moyer Elected at Oelwein

OELWEIN, IA.—Harbey Moyer has been named president of the Oelwein Association of Insurance Agents, succeeding Jess A. Courtright. Burton Eckhart was named vice-president and Edith Johnson, secretary-treasurer.

NEWS BRIEFS

C. F. Fenton, Drexel, Mo., was presented a gold medal for more than 25 years' representation of Continental. Harvey L. Kraus, state agent, made the award.

Paul W. Kridler, Fremont, O., agent, and former president of the Ohio Association of Insurance Agents, has been installed as governor of District 157 of Rotary International.

C. S. Sigler has taken over the Farris & Farris agency at Norwich, Kan., following the retirement of N. I. Farris due to failing health and not the Comer

& Willis Agency as was erroneously reported recently. Mr. Farris has been released from a Wichita hospital and returned to his Norwich home but has retired on his doctor's orders.

E. J. Bachman, manager of the insurance department of the Stock Yards Mortgage Co., South St. Paul, has become associated with the Hannaford-O'Brien agency of St. Paul.

To attract the interest of women in the business, the Southern Minnesota Agents Regional Association provided a woman speaker at its annual meeting at Owatonna and extended a special invitation to all insurance women in the region to attend.

Inspection of small war plants in Minnesota is now in progress under the

direction of Leonard Lund, deputy commissioner in charge of the state fire marshal's department.

The South Bend-Mishawaka Insurance Exchange will hold its annual stagouting and picnic July 27 at the Conservation Club.

The Park Agents Regional Association of Minnesota will hold an open house meeting at Alexandria July 15.

D. E. Ellis is opening a new agency in Cedar Falls, Ia.

The W. E. Kitch agency, Bloomer, Wis., has been purchased by Duane Abrahamson, local agent there, who is consolidating the two agencies. Mr. Kitch is retiring because of ill health.

Kossuth Mutual Fire, Denmark, Wis., has filed amendment to its articles expanding its territory to include Manitowoc, Keweenaw, Brown and Door counties.

IN THE SOUTHERN STATES

Mississippi School Plans Are Completed

The refresher school of the Mississippi Association of Insurance Agents will be held at the Hotel Heidelberg, Jackson, July 26-28. H. R. Brown, Jr., dean of the School of Commerce & Business Administration, will represent the University of Mississippi, which is cooperating in the sponsorship of the school. One day will be designated "Bureau Day" at which an analysis will be made of the new basic contracts of the 1943 New York standard fire policy, new dwelling and other forms, miscellaneous endorsements, etc.

Knoxville May Be Reclassified

KNOXVILLE — Knoxville officials have been informed by the National Board that unless the city fire department immediately strengthens its fire fighting facilities the present classification will be changed and fire insurance rates will be increased. Personnel of three companies should be doubled is one of the recommendations of the board. Knoxville has six war worker home housing projects under construction and is undergoing a mushroom wartime growth to further complicate the fire protection situation.

Now Maxson-Mahoney-Turner

The firm name of the Maxson Insurance Company agency of Dallas has been changed to Maxson-Mahoney-Turner. Harry I. Maxson entered the business in 1909 and in 1936 John S. Maxson and M. K. Mahoney were included in a partnership. In 1942, Oakee T. Turner was added to the firm.

Harry I. Maxson handles the casualty business, Mr. Mahoney the fire and Mr. Turner is in charge of surety bonds and real estate loans and financing.

Harrison Elected in Montgomery

MONTGOMERY, ALA.—James M. Harrison was installed as president of the Montgomery Real Estate & Insurance Exchange succeeding Junius J. Pierce. Junius B. Smith is the new vice-president and Miss Anna L. Jones was reappointed secretary-treasurer. The association is already making plans as host for the annual convention of the Alabama Association of Insurance Agents here on Sept. 7.

Virginia Directors Confer

RICHMOND—Directors of the Virginia Association of Insurance Agents held a meeting in charge of John T. Minter, Norfolk, chairman of the new board. Consideration was given to recommendations made by Jacob Haun, retiring president, at the annual convention, but no action was taken. One of

these called for the employment of competent counsel to advise the directors in legal matters.

Avery Goes with Galbreath

MEMPHIS—Tom Avery, with S. M. Williamson & Co. agency for 17 years and a past president of the Memphis Insurance Exchange, is now with Galbreath Insurance Agency.

NEWS BRIEFS

Alton Jones, Trezevant & Cochran, Dallas, spoke to the Insurance Women of San Antonio, Tex., on the broad form money and securities policy which he said is important in meeting competition and in securing additional business. The coverage must be sold to selected clients since it involves the element of honesty on the part of the assured.

H. V. Godbold, Richmond agency head, will observe his 50th anniversary in the insurance business on July 20. He started as a clerk in the Haas & Watson general agency in Atlanta in 1894.

Laburnum Realty Company, Richmond, has taken over the Epps-Epps & Co. agency. Frank D. Epps, head of the latter agency, died recent'y.

William R. Walker, secretary of the Davenport Corporation, Richmond agency, is convalescent after undergoing an appendectomy.

George Oldham, Johnson City, Tenn., local agent, served as county chairman in the fifth war bond drive. A \$2,000,000 quota was considerably exceeded.

National Board Broadcasts Ready

Leland Stowe, well known foreign correspondent and news writer, will go on the air July 22 in his first appearance for the National Board. The program will be broadcast every Saturday evening on the Blue Network, coast to coast.

Use of the radio is an extension of the board's public relations program designed to reach a larger portion of the public. Esmond Ewing, of Travelers Fire, chairman of the public relations committee of the board, stated in announcing the broadcast.

Objectives to be sought in the broadcasts will be explained in a 25-minute closed circuit hook up over 70 stations of the Blue network at 1:45 p.m. EWT July 18. Speakers will be Esmond Ewing, Travelers, chairman public relations committee National Board; Wade Fetzer, Jr., chairman public relations committee N.A.I.A., and Mr. Stowe.

Agents, field men, company officials and others interested are invited to be at their nearest Blue Network studios carrying the program.

PACIFIC COAST AND MOUNTAIN

Los Angeles to Study Insurance Issues

LOS ANGELES—Chairman H. E. Charlton of the general insurance committee of the Los Angeles Chamber of Commerce, who also is one of the partners in the Seyler-Day Co., general agents, was authorized at the meeting of the committee to name a subcommittee to make some special studies and submit its findings so that the general committee may, in turn, report to the chamber directors recommendations for consideration and action.

The sub-committee will be charged particularly to make a study of the S. E. U. A. litigation so that the chamber, if the board so approves, may have accurate data with which to urge senators to pass the Walter bill recently enacted by the House.

In addition the sub-committee is to report its findings after a study of the recent maritime commission ruling banning insurance advisors fees; the army's

recent letter to aircraft manufacturers on aviation accident insurance; and group life insurance situations in at least one defense plant.

The army has sent a letter to aircraft manufacturers that aviation accident insurance, to be approved by the army officer having that duty, is to be purchased from Preferred Accident at a rate of \$6.5 per thousand, and that no accident insurance at a higher rate will be approved. The three aviation pools now are writing the lines on a basic rate of \$8.5, with actual writings running from \$6.5 to \$20, according to loss experience, with adjustments set up in the contract.

Thomas Elected in Tacoma

TACOMA, WASH.—The Pierce County Association of Insurance Agents has elected Jos. R. Thomas, Z. A. Vane & Co., South Tacoma, president, succeeding John D. Wells. L. D. Mitchell is vice-president and H. E. Greenwood, R. E. Anderson & Co., secretary-treas-

urer. Harold N. Mann, J. C. Guyles & Co., and Mr. Greenwood were elected trustees for two-year terms, while John F. Hall, James F. Blair and Mr. Wells were named for one-year terms. Arthur H. Bassett is delegate to the 1944 state association convention.

Sell \$2,300,000 in Bonds

SEATTLE—"Fire and Casualty Insurance Day" at Victory Square here resulted in \$2,300,000 in war bond sales. Robinson C. Jenner, LaBow, Haynes Co., past president of the King County Insurance Association, which organization handled the arrangements for the event, was chairman. President Willard H. Scott of the King County association stressed insurance company war bond purchases.

A unique installation party is being planned by **Insurance Post 404** of the American Legion on Aug. 31 in San Francisco. "This Was the Army" will be staged under the direction of Earle Wright and Sig Arndt. The annual election will be held on July 20.

Open house was held by **Miley Rodgers**, Pacific Coast manager of New Hampshire, and his staff, with the opening of new ground floor offices at 216 Montgomery street.

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EAST

Citizens and Middlesex Mutual Fire Are Merged

Citizens Mutual, organized in 1846, has been merged with Middlesex Mutual Fire, organized 1826, both of Concord, Mass. They were operated under the same management, Eliot R. Howard, president, and Charles E. Hogan, secretary.

Huneke Syracuse Speaker

Arthur J. Huneke, assistant U. S. manager of Eagle Star, was the speaker before a gathering of the Syracuse Insurance Women's Association and personnel of agencies of Excelsior of Syracuse. Nearly 100 were guests of President Robert C. Hosmer of Excelsior at a buffet supper.

Mr. Huneke reviewed the coverages in the personal property floater.

Rochester Board's Picnic

The Rochester (N. Y.) Board will hold its annual picnic, the first since 1941, at Point Pleasant July 19. There will be races and other events with prizes for winners. Special agents and claim adjusters have been invited along with their employees. Dancing will follow the dinner.

Betts Albany Manager

Henry L. Betts has been appointed district secretary of the New York Fire Insurance Rating Organization in charge of the Albany office, succeeding James A. Brown, who died June 17. Mr. Betts has been assistant district secretary and has been with the rating organization 20 years.

Knight Is President

BORDENTOWN, N. J.—The Burlington County Association of Insurance Agents has elected Howard Knight, Moorestown, president; Leslie W. Reeves, Palmyra, vice-president, and Mrs. Elizabeth Leeds Tait, Rancocas, secretary-treasurer.

The Insurance Women of New Jersey concluded their meetings for this season at a luncheon at Maplewood. Dagmar Koed, president, and other officers were installed.

Charles K. Barton, New Jersey state senator, will speak at the annual dinner and outing of the Passaic County, N. J., Insurance Agents Association on July 20 at the North Jersey Country Club, Paterson, N. J.

MARINE

Gives Selling Features of PPF

NEW YORK—K. J. Heindel, special agent Automobile, Cleveland, told the Brooklyn Insurance Brokers Association that there are always a certain number of prospects who can be sold the personal property floater if the agent or broker uses intelligence in talking to them about it.

The coverage has no restrictions as to flood, he said. As a result of the New England hurricane several years ago there was considerable damage from high water in certain sections of Long Island. Under the personal property floater, there would be no question as to coverage of loss from this source. Malicious damage is becoming very common in connection with burglary losses and this is covered by the PPF.

World Wide in Scope

The coverage is world wide in scope and is valuable particularly if the husband is in the service. Recently he paid a \$60 loss on a ring which had been lost and assured in service in Australia. Permanent values such as rugs or silverware away from the main residence of the assured and in states such as Pennsylvania, Connecticut, Massachusetts, New Hampshire and Maine where the floater has not been authorized cannot be covered, he pointed out.

The floater is a great time saver to the agent in issuing policies and also eliminates the nuisance of frequent renewal of policies by the insured. In one case the agent would have had to issue 15 policies when he now has only two.

If the prospect desires to be reimbursed for breakage when he has a collection of bric-a-brac, glass or china, he must purchase a fine arts cover and be charged the loading for breakage, he said.

While the brokerage commission is 15%, if the broker sells 10 policies he will come away with more commission than he had before. The agent spends

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dollars not percentages, he pointed out. Automobile finds that 80% of its policies are written on a deductible basis. The savings of 30% on the \$25 deductible is worthwhile and the premium saving for deductible coverage should be pointed out by the agent or broker when he is talking to the prospect about the policy. Otherwise, in a year or two if there are no losses a competitor will come along and point out that he is paying considerable extra premium for losses he is not having and he may as well make a saving in premium.

Victor Gauthier, president, introduced Mr. Heindel.

Modify Circumstances Under Which WSA Can Be Sued

WASHINGTON — In instructions concerning settlement of time barred cargo claims, War Shipping Administration states that under recently approved legislation authorizing such settlement of meritorious claims in cases where due diligence is exercised it will not be considered lack of due diligence if failure to institute suit against WSA resulted from: Unavailability of sufficient information; reliance upon peacetime custom in dealing with agents in their capacity as private shipowners or operators, or upon their statements that claims would be paid without suit; inability of claimants to obtain information as to the status of vessels, etc., under WSA, and resulting legal rights and liabilities; other special circumstances deemed by agent unusual and meritorious, with approval of the WSA chief adjuster at 99 John street, New York.

Unmeritorious Claims

WSA will consider that ordinary due diligence has not been exercised, or that there is not meritorious basis for payment where: No written claim for loss or damage or notice of claim was given WSA agent or representative within a year; claimant has received or is entitled

to payment or loan of amount of claim from insurance, indemnity, or other source, provided, however, exception shall be made in case of agreement or inducement by agent purporting to extend time for suit before issuance of these instructions and subrogation of such claim has relief thereon; where claim is not presented to agent in the manner required within six months from June 26, 1944, as to claims time-barred when instructions were issued, and within six months on claims becoming time-barred on date subsequent to such issuance, which shall be computed from date claim becomes time barred.

Special cases may be referred to the chief adjuster, the bulletin states.

Drysdale Heads Registered Mail Central Bureau

W. Gordon Drysdale has been named manager of the Registered Mail Central Bureau of Hartford. Mr. Drysdale succeeds Samuel Ludlow, Jr., who was one of the organizers of the bureau and who has served as manager for more than 25 years.

Mr. Drysdale, a native of Scotland, entered the insurance business in Canada in 1913. For years he was manager of the Toronto office of Willis Faber Co., Ltd., then served as manager of the reinsurance department of Fairfield & Ellis, Boston. He was named assistant manager of the Registered Mail Central Bureau in September, 1943.

Mr. Ludlow, who requested release from active duties upon reaching the age of 72, will continue to serve the bureau in an advisory capacity with the title of counsellor. He was the guest of honor at a dinner given recently in New York. Officials of the insurers that are subscribers to the bureau attended the meeting and paid tribute to Mr. Ludlow's work. He was presented a silver tray engraved with the signatures of many of his associates in the member companies and an engrossed scroll.

Burns, director of Crown Life; R. Leighton Foster, Canadian Life Officers Association; F. H. Marsh, a director of Excelsior Life; John G. Parker, general manager Imperial Life; P. R. Gardiner, vice-president and director Consolidated; and Gordon Perry, Canadian director of Phoenix of London.

Peake Named by Thompson

Gordon M. Thompson, Ltd., Vancouver, has appointed W. S. Peake manager. Mr. Peake has been associated with the Commercial Union group for six years.

Chillas Named by Robertson

Kenneth B. S. Robertson, Ltd., Montreal, has appointed R. J. Chillas as assistant to the marine underwriter. Mr. Chillas has been inland marine superintendent of Royal-Liverpool group.

C. C. Helwig, formerly associated with Morden, Helwig & Ferrie, has opened his own adjusting offices in Windsor, Ont.

Canadian Alliance has been licensed to write fire and extended coverage business in British Columbia, where it will operate through Hobson, Christie & Co., Vancouver.

Washington Issue Subsides

(CONTINUED FROM PAGE 3)

was reported holding a small conference on the subject Monday. The W. E. McKell committee from the Association of Casualty & Surety Executives is reported planning meeting here the first week of August.

Things are reported to be shaping up slowly towards uniformity of program with respect to legislation, a project upon which Paul Hardisty, head U. S. Chamber of Commerce insurance department, has been working. It is expected to claim attention of the Chamber's directors meeting here late this week at which the chamber's insurance committee will submit a report.

Suggestion of Philip Baldwin

Eric Johnston, chamber president, was due back from Russia in time for the board meeting. It is he who, it has been suggested, should be asked to call a conference of representatives of insurance groups to discuss legislative plans and administrative action. However, that suggestion from Philip Baldwin, secretary, National Association of Mutual Insurance Agents, does not appear to have been followed up by representatives of any other group.

Unless and until there is some crystallization of sentiment within the insurance industry, it is considered doubtful that Mr. Johnston, or the U. S. Chamber, or its insurance committee or department, would be likely to "stick their neck out" by calling an insurance conference or submitting a program. In any event, nothing was expected to happen along this line before Johnston's return and the chamber board's meeting.

The disposition in Chamber quarters and on Capitol Hill seems to be to wait and see what the state insurance commissioners do. That being the case,

IN THE CANADIAN FIELD

Canadian Casualty Lines Show Gain

TORONTO—Premiums classified in Canada as casualty totaled \$52,202,266 last year compared to \$49,427,756 in 1942, according to Insurance Superintendent Finlayson's report. Net incurred losses totaled \$25,857,987 in 1943 and \$22,029,684 in 1942. The 1943 loss ratio was 49.53% and in 1942 44.57%. Canadian companies wrote \$17,074,658 of the 1943 total, British \$12,954,221 and foreign \$22,173,387. Net premiums written and net losses incurred by lines follow:

Net Prem.	Net Losses
Written	Incurred
Personal accident	\$ 3,598,487
Public liability	3,462,660
Emp. liability	1,660,757
Accident & sickness	7,709,337
Aircraft	318,092
Automobile	18,895,360
Boiler	681,020
Machinery	392,074
Credit	257,381
Earthquake	3,209
Explosion	213,775
Falling aircraft	788
Forgery	45,484
Fidelity	1,251,916
Surety	708,405
Hall	1,774,093
Inland transpor.	1,597,559
Livestock	32,216
Personal property	4,458,004
Plate glass	622,063
Real property	348,478
Sickness	2,557,239
Sprinkler	15,235
Theft	1,441,820
Weather	8,822
Windstorm	167,892
	\$52,202,266
	\$25,857,987

Child Advanced by Great Amer.

Great American group in Canada has named William G. Child assistant manager. Mr. Child joined the group about

a year ago and has been in charge of the inland transportation and casualty departments. He will continue to make Montreal his head office.

Hold Up Insurance Requirements

The Quebec Public Service Commission reports that due to the exigencies of the insurance regulations and the difficulties preventing a large number of truck owners from obtaining insurance on any kind of loads they may carry, it will be impossible for the time being to make such insurance obligatory.

Plan Drive Against C.C.F.

TORONTO—Canadian insurance men are active in the new Society for Individual Freedom which seeks to acquaint the general public with the economic perils that confront Canada if the socialist-inclined Cooperative Commonwealth Federation party is swept into power in the forthcoming federal elections.

Among the insurance men prominent in the drive are: Robert A. Bryce, director of Confederation Life; Herbert D.

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nothing may be done here by way of congressional inquiry, Senate hearings, or chamber-industry conference before September.

Besides giving consideration to the situation created by the Supreme Court decision in the Southeastern Underwriters Association case, and the projected insurance conference, the U. S. Chamber board was scheduled to receive and consider a report from James Madden, Metropolitan Life vice president and chairman of the chamber's insurance committee, upon conferences held here by him and others recently with officials of the war manpower commission regarding the new manpower priority and referral program.

Before leaving for New England, O'Mahoney wrote Mr. Baldwin that he would be "happy to cooperate in the drafting of appropriate legislation that will strengthen the power of the states in the regulation of insurance without weakening the federal law which prohibits combinations that restrain trade."

O'Mahoney expressed the belief that "there is sufficient constructive leadership in business and in government" to solve problems confronting the industry and government and added that he thought "the insurance industry should certainly take advantage of this opportunity to lead the way."

The Senator endorsed the idea of Eric Johnston, being invited to "call a meeting of all branches of insurance . . . in order to cooperate in working for legislation . . ."

Baldwin proposed in a recent speech at a New Jersey mutual agents meeting

in Trenton that Johnston be so invited. Johnston was due back here from Russia this week.

NO COMMON DENOMINATOR

NEW YORK—Evidently there is still much confusion in the minds of the various groups of insurance companies as to what should be the proper course to follow at this time with reference to readjustments or procedure following the U. S. Supreme Court decision in which insurance was held to be interstate commerce. One of the stock fire company groups, for example, or at least a number of its members, is spending almost all its efforts in promoting the Bailey bill to exempt insurance from federal anti-trust laws. A companion bill was passed by the House of Representatives. This group is much buoyed by the magnificent majority in the House vote. The result was surprising to the insurance industry itself.

This group declares that it is following very closely the advice of its friends in the House and Senate and those that are close to the political currents. At the same time they are not overlooking the fact that it might be defeated and hence are cruising around in the waters looking for an anchorage.

Other groups say that while there is a chance of the bill getting a favorable vote in the Senate it will likely be vetoed by the President with a stinging message that can be used politically. This group favors some sort of an amendment to the bill, for instance, setting a time limit

to the exemption so as to give the industry an opportunity to readjust itself. There may be another amendment or two that would enable the companies to play more safely and get them over the presidential campaign year.

Some Are Panic Stricken

Some leaders are disappointed in the action of some companies that seem to be more or less panic stricken without just cause. Attention is called to the fact that throughout the central west especially there are states that have very rigid anti-trust and anti-compact laws and the companies have been able to operate within their bounds without great difficulty. Some companies are afraid to follow the course that they have pursued for years and are endeavoring to dodge all brickbats coming their way. Others say that the business should follow a reasonable and forthright path and should not make any changes until there is some definite agreement as to what changes will be necessary.

Another large group declares that there should be a careful study of the statutes relating to interstate commerce applicable to insurance aside from the Sherman and Clayton anti-trust laws. It is contended that there are laws almost as important as the Sherman and Clayton anti-trust laws. After these have had careful scrutiny then this group holds that the industry should formulate a program that it can recommend to the insurance commissioners. Then the commissioners and the insurance industry itself should formulate recommendations that can be taken to the government and the proper congressional committees. In this way it is claimed that an orderly, sensible, worth while pattern can be cut whereby both the government and the industry will agree to work along certain lines. This is held to be a very wise course of procedure.

However, others do not want to be connected even this far with any such conferences. Life companies hold that they have no rating bureaus and really are not concerned with getting the Bailey-Walters bill passed or entering into agreements with other lines of insurance as to what should be done.

The marine companies declare that they are already exempt from the operations of the federal anti-trust laws through an act passed a few years ago.

Position of Marine People

The marine men stand in a somewhat different position than any of the other groups because they are engaged in foreign commerce. Congress in 1920 passed the Jones Act which authorized the ocean marine companies to do business through syndicates. This action was taken to help strengthen the American merchant marine business at that time, and it has placed companies writing ocean marine on a slightly different footing from other lines of insurance. The marine people do not feel that they can

Plans for Tacoma Narrows Bridge Are Announced

TACOMA, WASH.—The state of Washington stands to lose nothing as a result of collapse of the Tacoma narrow bridge in November, 1940, it appears from the announcement of plans for the new larger bridge made this week by C. E. Andrew, chief engineer in charge of design for the Washington state highway department. The new structure will be built on the old piers and anchor blocks which are valued at \$4,000,000. New construction will cost \$7,000,000, bringing the total value of the new bridge to \$11,000,000.

"If \$11 million had been spent in the first place instead of \$7 million, the bridge never would have fallen down," he declared. Four million dollars was collected from insurance companies on the old bridge. The state will have to raise \$3,000,000, which, according to Andrew's view, will put the state in about the same position it would have been in had it built the larger bridge in the first instance.

Burwell Bantz, state highway director, said the new bridge could be completed within 14 months after the contract is let. This will happen within a short time after the end of the war, Governor Langlie said.

The new bridge, according to plans, will be four instead of two lanes wide. Two roadways, each 22 feet wide, will be separated by a curb in the center and there will be a four-foot sidewalk on each side, making the overall width 52 feet. Engineers say the old piers are more than strong enough to withstand the strong tide in the Narrows.

be considered as possible or potential violators of the anti-trust laws because they have been authorized by Congress to operate through syndicates. They are engaged in international business and have as competitors other insurance markets throughout the world. They are willing to go along with the other branches of insurance in any action which seems feasible and their committee which is headed by John J. Byrne of Talbot, Bird & Co. will cooperate with the others as far as their position allows them to do so.

ARK. GOVERNOR'S STAND

LITTLE ROCK—Governor Adkins of Arkansas has officially added his protest to those already registered against further encroachment of the federal government in the insurance business.

In a letter addressed to all insurance men in the state, Governor Adkins said: "For at least two years or since the agitation to bring insurance companies under the regulation of the federal government, I have publicly voiced my protest, taking the position that the regulation of insurance companies rightfully was a state function and responsibility.

"The recent decision of the United States Supreme Court upsetting a 75-year precedent bringing insurance companies under the provisions of the Sherman anti-trust laws is in my opinion a dangerous precedent."

He guaranteed his support in keeping or placing insurance companies under the jurisdiction of state commissioners.

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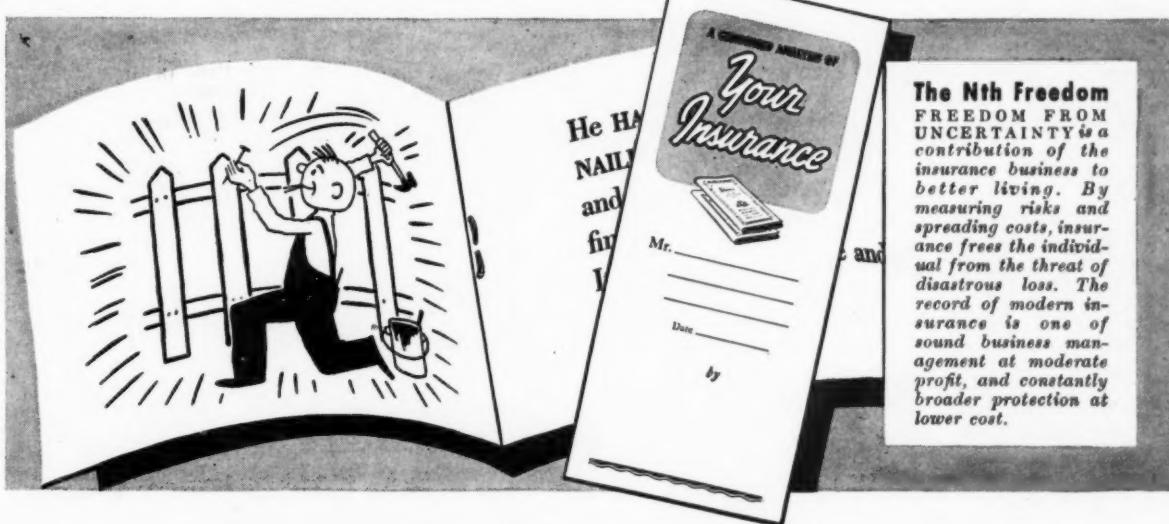
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